

The PRODUCER

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No. 4



SEPTEMBER 1925

Official Organ of the
AMERICAN NATIONAL LIVE STOCK
ASSOCIATION

PUBLISHED MONTHLY

ONE DOLLAR A YEAR

Receipts of Sheep *at Denver*

on August 25, 1925, for the year to date were

1,064,262 Head

an increase of

348,334 head, or 48 per cent

over the 715,928 received during the same period
in 1924

This increase was more than the combined
increases at seven other large markets

Receipts of lambs from Idaho and Oregon for the
three months ending August 25, 1925, were

203,461 Head

an increase of

154,540 head, or 315 per cent

compared with the same period in 1924

*There is a
Reason*



The National Live Stock Producers Association

With Selling Agencies at the Following Markets

[Kansas City	Pittsburg	Cleveland]
	St. Louis	Cincinnati	Evansville	
	Indianapolis	Fort Worth	Oklahoma City	
	Sioux City	Chicago	Peoria	
		Buffalo		

These selling agencies handled 92,000 cars of live stock during 1924, which was 9.2 per cent of the total receipts of the respective markets.

Total value of all live stock handled was \$122,000,000.

These agencies are owned and controlled by the live stock producers. Control of the marketing of his product is beneficial to the producer. The larger the volume controlled, the greater the benefits.

Consign your stock to the PRODUCERS and contribute your share to a better system of marketing live stock.

For full information about this organization, address the National Live Stock Producers Association, 608 South Dearborn Street, Chicago, or the Producers Commission Association at any of the above markets.

Live-Stock Production Continues Westward

HOW live-stock production is continuing its westward movement is indicated in a study of "Regional Trends in the Live-Stock Industry," recently made by Armour's Live Stock Bureau.

The northwestern dairy belt, the wheat belt, and the mountain states have enlarged their swine population to a considerable extent. The corn belt and south Pacific region have about held their position, while the vast area along the Atlantic Ocean and the Gulf of Mexico, from Maine to New Mexico, has fallen distinctly behind, as have also the north Pacific states.

Beef-cattle production has been regularly increasing in the far-western regions, and also in the wheat and corn belts, while dairy cattle are expanding at the expense of beef cattle in the farming sections of the country.

Sheep-raising has, for over a decade, been gradually decreasing in this country. For the last three years, every section has shown a slight increase, but only two regions have more sheep this year than they had before the war—namely, the Southwest and the wheat belt.

Like other big businesses, the live-stock industry, and therefore the packing industry, must constantly adjust themselves to changes in conditions of production and consumption.

ARMOUR AND COMPANY
CHICAGO

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Million-Dollar Loss to Cattlemen Caused by Side-Branding Steers

BY TAGE U. H. ELLINGER

Assistant Director, Armour's Live Stock Bureau

EACH SIDE-BRANDED STEER shipped to market would have been worth an extra dollar if the most valuable part of the hide had not been badly mutilated, and a moderate-sized brand had instead been placed low on the thigh or on the shoul-

the difficulty in taking them off without excessive scoring and cutting.

The reason for the low value of side-branded hides is to be found in the damage done to the leather by the deep impression of the brand. Even on the flesh side of the hide the brand is as conspicuous as it is on the live animal as seen from the saddle of a cow pony.

The side is the most valuable part of the hide. From it are ordinarily secured the largest pieces of quality leather. If the side, however, is mutilated by branding, two things happen: its use is restricted to material needing only relatively small pieces, and the parts actually damaged are salable only at a great discount.

Leather made from side-branded hides can be used



THESE PIECES OF SOLE LEATHER ARE WORTH 3 CENTS A PAIR—WITHOUT BRANDS THEY WOULD BE WORTH 65 CENTS
(Unretouched Photo)

der. Every year packers buy over a million side-branded steers from the western range, and the loss to producers from thoughtless methods of branding therefore easily surpasses the million-dollar mark.

After the skinning process in the packing plants, all side-branded hides are piled together, and offered for sale as a special grade and at a price about a dollar a hide below the quotation on butt-branded hides. They are further handicapped in the trade because of



A PIECE OF SIDE LEATHER SHOWING BRAND MARK ON FLESH SIDE
(Unretouched Photo)

only for the manufacture of soles. Without the brand on the side, the same leather would find a broader market as belting, harness, and upper leather. Even when used as sole leather, these hides from range

by the fact that many of the very best cattlemen in the range country have given it up and brand their calves low down on the thigh or on the shoulder. The million-dollar loss in hide values, caused by improper branding, is carried entirely by the range cattle industry, to which it is reflected through the lower prices offered at the markets for western cattle with mutilated hides.



SIDES OF TANNED LEATHER FROM SIDE-BRANDED STEERS—
FLESH SIDE
(Unretouched Photo)

steers, because of their plumpness, would outsell brand-free native steer hides, if the brand were placed discreetly on the thigh or the shoulder.

The parts of the leather on which the brand is visible can be sold only at a nominal figure. Soles injured by the brand move with difficulty at eight cents a pair, while otherwise they would bring sixty-five cents. Out of full-sized soles carrying branding scars the buyer may get nothing but a heel or a baby-shoe sole, and, of course, must adjust his bid accordingly. Many hides are so thoroughly ruined by brands stretching all over the side that hardly a single piece of prime leather results.

Side-branding cattle is a wasteful and costly procedure. Furthermore, it is unnecessary, as witnessed

WINTER MARKET PROSPECTS

BY JAMES E. POOLE

AGAIN the western grass-cattle season has proved a disappointment; once more the cattle-shortage theorists have been rebuked. As usual, they have an alibi, and a not illogical one, as the entire trans-Missouri region has been making strenuous effort to gather everything wearing a hide, with even a remote chance of getting a ticket when it reaches the stockyards. Many types of grass cattle have lapsed to prices current at the corresponding period last year. What they will do the rest of the season is anybody's guess—and it is an open season for such speculation. Finished cattle are sufficiently scarce to sell well above the price level of short-feds and grassers, but there is a place to put only a limited quantity of such beef as is furnished by steers selling at \$14 to \$16. Scarcity may hold such prices intact until the holidays, but a crash is inevitable finally. The country has probably acquired enough fleshy steers to damage values of top cattle this side of the holidays, if they are crowded along, and there will be enough of the \$10 to \$13 short-feds to go around. New corn was ready for feeding early in September, when its condition was excellent for putting rapid gains on fleshy steers, of which the country acquired a considerable number during July and August. There will be no disposition to nurse such cattle, as a big corn crop will have as its logical sequence lower prices. In fact, the present \$14.50 to \$16 trade on a limited number of steers is ephemeral. Cattle put on flesh rapidly during September and October on the kind of new corn grown this year, and killers will probably have an opportunity to effect economy in cost of their raw material this side of Christmas.

Grass cattle should be in early this year. Up to September, supply at the principal markets approximated about 100 per cent in excess of the corresponding period of 1924, and there was no sign of early abatement of the movement. It is, however, a long lane that has no turn. Admitting that southwestern pastures were stocked to the bulging point last spring, loading in that quarter cannot be continued indefinitely, and should the northwestern grazing area fall down, the usual October and November gluts may be omitted. Feeders do not view the prospect from this angle, however, which is one reason why they had not laid in their usual number of cattle up to September, and were disposed to "lay out" still longer in expectation of a bargain sale. Such expectancy has a fashion of refusing to materialize, which has prompted at least a few of the wise guys in the business to acquire their cattle early.

Should cattle-gathering in the Northwest fall off as sharply, compared with last year, as the Washington sharps are figuring, a buying rush will develop the moment Corn Belt feeders sense the fact. The aforesaid dope, which does not get serious credence in cattle circles, is that about 250,000 fewer western cattle will be marketed this year than last; but it also credits Montana, Wyoming, South Dakota, Nebraska, and Colorado with capacity to send in about the same number as last year—approximately 1,533,000, against 1,527,000 in 1924 and 1,451,000 in 1923. Not one in ten pro-

fessing to have a "line" on the situation and prospect in that quarter will indorse this estimate, the general impression having been that the Northwest shot its wad last year. By the end of November we shall know whether the official guess-timators, who presumably have something of a statistical nature to fortify their position, or those who base their forecasts on opinion and belief, are right. Certainly the trade does not expect the Northwest to duplicate last season's cattle run, and, should that number materialize, most people in the trade will be discredited. It will be remembered that at the Wyoming meeting last spring John Clay and ex-Governor Carey locked horns on this proposition, Carey taking the ground that no heavy cattle run was on the season's horizon. So far, actual receipts vindicate Clay's forecast; it remains to be seen if the movement will fall off late in October and during November. When 18,000 northwestern range cattle reach Chicago on an August Monday, as was the case on the thirty-first day of that month, either it is an indication that the annual pilgrimage is in motion early, or the much-exploited idea that the West is bare of cattle is erroneous. Possibly the capacity of the operator in a small way to maintain cattle production has been underestimated; certainly he has not entirely quit the job, and each year adds its calf crop to the visible supply.

If southwestern pastures cease deluging the market early, and the northwestern run is not excessive, cheaper grades of steers, especially grassers, should pick up, especially if feeders decide to lay in stocks which are needed to consume the new crop of corn. Under such conditions, it would be possible to mark western cattle up \$1 per cwt. or more almost overnight; and growers need the accretion in the worst way. While it is true that a few western steers have sold above \$9, the great mass of the offering has had to sell from \$8 down, the thin type lacking feeder quality from \$6 down—which obviously is far under living prices. An error was committed in "shooting" a lot of green range cattle prematurely, as they were far from useful to killers, and feeders were not ready to put down the season's bets. However, premature marketing has been the rule all through the season, for which two reasons may be assigned: physical conditions were favorable, and everybody in possession of a marketable bunch of steers was suspicious of permanency of prices. This should curtail, if not terminate, the western run early; but always a certain element hangs on until weather necessitates ordering cars, and the history of the business is that about the first time a blizzard sweeps over the north country, a myriad of more or less unpromising cattle go on the rails. Until then the market will be a choppy affair. Along in January some degree of stabilization will be effective. It is too early to risk much money on a wager that the season will record a substantial deficiency in western cattle-marketing.

Grass beef will be abundant until well along in September. Some of it will show an ineffective corn-crib cross, keeping the price spread wide; but eventually top and bottom cattle—meaning steers—will get closer together, in striking contrast to a spread of about \$10 per cwt. at present, which is reflected in dressed-beef prices. Consumers have become somewhat reconciled to grass beef this season, the corn-fed article being above their heads in a price sense; but they are not contented; otherwise the spread between good grassers and medium corn-feds—about \$4 per cwt.—would not exist. Veracious, and presumably capable, salesmen have asserted that the beef of grass cattle selling at \$8 to \$9 is good enough to sell right along with that of \$13 to \$14 corn-feds, and some of them know what they are talking about. Killers would, of course, ridicule such contention, but it is nevertheless a market classic. The proportion of hard-fleshed, aged, and weighty western steers marketed so far this fall has been limited; that of bovine trash and mediocrity, as large as ever. It has been popular to at-

tribute to the dairy industry responsibility for glutting the market perennially with common beef, to the detriment of standard grades, if that term is permissible when applied to cattle; but one cannot be accused of captious criticism by asserting that much of this trash had its origin in uneconomic methods, adverse physical conditions, or both, out in the so-called range country.

New-corn influence on beef supply will be somewhat tardy, as the feeder movement has been considerably below normal, both from a seasonal standpoint and what was to have been expected with certainty of corn maturity. Feeders have been so severely punished by heavy cattle that they have sidestepped the fleshy steer, and, despite a good corn prospect, summer grazing conditions have furnished little incentive to buy light cattle with which to graze down cost before putting on new corn. How it will work out is a problem, but it should relieve the September-to-December market of the usual heavy grist of warmed-up fleshy grassers, in which event prices of cattle that have received a decent corn-crib cross should hold up and grassers have an inning.

Feeding territory east of the Missouri River will not go into winter quarters with near the number of cattle it contained last year, even if investment is heavy from now on, and they will be lighter cattle than then. If prices hold up, the cattle will come faster, probably, than they are ready. The country holds cattle on a depressed, not on an attractive, market.

The hog prospect may be dismissed with this prediction: Prices will work lower. A year ago the trend was in the other direction. A man with a bunch of shotes on feed is likely to resent prediction of a \$10 market, when they have been selling at \$13 or better; but the handwriting is on the wall. There will be enough hogs to go around.

The lamb-feeder's prospect is somewhat dubious. Possibly the breeder will get all the money this season. Certainly a \$14.50 to \$15.50 market for thin western lambs suggests recklessness. It is based on what the fat-lamb market did last January; and the average feeder will bet his last simoleon on the affirmative side of the proposition that the market will repeat what it did the previous season—which it rarely ever does. When fat lambs sell at \$14.50 to \$15.25, and feeders at \$15 to \$15.50, a danger signal may be consistently put at the masthead. And yet the boosters may win out. A \$14.50 to \$15.25 lamb market in August justifies expectancy of a \$16 trade in January, which is just what the average feeder is figuring on; although he is hereby admonished not to overlook the fact that the last mid-winter lamb market was boosted by the New York poultry embargo, which is not likely to happen again.

KEEP HOG PRODUCTION ON CONSERVATIVE BASIS

A WARNING to producers that no fancy prices for hogs may be expected during the approaching winter killing season is contained in a statement just made public by Dr. Tage U. H. Ellinger, assistant director of Armour's Live Stock Bureau. Dr. Ellinger was impelled to issue this warning because of the rather widespread circulation given to bullish forecasts which he considers unwarranted. Nevertheless, it is his opinion that this winter will provide an attractive market for hog-raisers, since receipts will run about 10 per cent below last year's, when hog prices at Chicago averaged about \$10 from November to February.

In response to favorable industrial conditions, meat consumption is on a rather high level, but Dr. Ellinger sees no reason for expecting a broadening of the demand either in this country or abroad.

LIVE-STOCK ESTIMATING SERVICE

BY W. F. CALLANDER

Washington, D. C.

UNTIL ABOUT THREE YEARS AGO the work of the Department of Agriculture in estimating the production of live stock was of limited scope. The most important activity was that of estimating as of January 1 each year the number of head of the various species of live stock on farms in the United States and in each state. No attempt was made to determine the annual production of live stock.

The late Secretary of Agriculture, Henry C. Wallace, who had been in close touch with live-stock conditions for many years, appreciated the need of more and better information as to live-stock production and market supplies. A special appropriation for starting such work was obtained, and, since the Division of Crop Estimates already had the needed organization and personnel, the new work was assigned to it.

After several conferences, at which various organizations interested in live-stock production and marketing were represented, a program of work was decided upon. The items of this program were suggested in part by these interested organizations, and the character and date of reports issued have followed their suggestions.

There was certain basic information necessary before this program could be effectively started, and most of the first year's work was devoted to securing this. As a result, detailed facts are now at hand having to do with the movement of live stock from different states and from areas within states.

Because of the importance of the western states in cattle and sheep production, and in order to decentralize the work, regional live-stock offices have been established at Denver and Salt Lake City, and special live-stock men have been put in charge of these offices.

What Department Tries to Do

The work is mainly concerned in estimating live-stock numbers, production, and seasonal market supplies; forecasting seasonal market movements; and reporting condition of live stock, pastures, and ranges.

Some idea of the character of the work may be obtained from the following list of live-stock reports issued:

1. Number of live stock on farms, by states, as of January 1.
2. Number of cattle on feed for market in the Corn Belt and other areas, January 1.
3. Number of sheep on feed for market, January 1.
4. Condition of ranges, and of cattle and sheep, in western range states, monthly.
5. Size and condition of the early lamb crop, and probable market movement, as of March 1.
6. Growth of early lamb crop, as of April 1 and May 1.
7. Weekly loadings of lambs in Colorado, western Nebraska, and Idaho, from January 1 to June 1, with periodic estimates of number still on feed.
8. Weekly loadings of spring lambs in California for eastern shipment.
9. Cattle on feed, as of April 1.
10. Results of the June 1 pig survey.
11. Spring calf and lamb crops in western states.
12. Spring movement of cattle from Texas and the Southwest.
13. Number of sheep and lambs for shipment in July and August.
14. Number of cattle and sheep for fall marketing in western states.
15. Movement of stocker and feeder cattle and sheep into feeding areas during fall.
16. Preliminary estimate, as of December 1, of winter feeding of cattle and sheep.
17. Results of the December 1 pig survey.

These estimates are made up from information secured from many sources. For the January 1 estimates of live-stock

numbers, reports are made to Washington by regular crop reporters and special live-stock reporters, giving numbers on their own farm compared with the year before, and also giving estimates of numbers as a percentage of those of last year. Each state office also has a special list of live-stock reporters who report to the state statistician, and the statistician makes his own estimate, based on these reports and on other information. Shipments out of and into the important states for the preceding years are known. Information is available as to the size of calf, lamb, and pig crops, and as to comparative death losses. After carefully studying all these data, the Crop-Reporting Board makes its estimate of changes from the preceding year.

It is hoped that eventually it will be possible to put live-stock production in the principal live-stock states on a yearly balance-sheet basis. This means, starting with January 1 numbers, to add to the debit side increases from births and shipments from without the states, and to get a credit or disappearance total from marketings, farm and local slaughter, and deaths.

Feeding estimates are made on the basis of several kinds of information. Each state has a special list of feeder reporters, who report to the state office the number of cattle or sheep they are feeding, and the number a year ago. They also give information as to probable date of marketing, and as to the source of cattle or sheep fed, together with estimates of the number on feed in their localities, compared with the previous year. Information as to the shipment of stocker and feeder stock into the state, and as to shipments to market during feeding months, is available for a number of years. On the basis of these reports, and information as to the size and quality of the corn crop, financial conditions, and other factors apt to influence cattle- or sheep-feeding, an estimate is made by the state statistician and sent to Washington. In some western lamb-feeding areas almost an enumeration is taken, either of feeding lambs shipped in or direct from the feeders. The reports from the different states are considered together at Washington, a final state estimate is made for each state, and regional estimates are computed.

Rural Mail-Carriers Help in Work

The June and December pig surveys are made through the rural carriers of the Post-Office Department. Each rural carrier is given a number of cards containing the questions to be answered. He is instructed to distribute these to farms along his route that will be about the average of all farms, good and bad, large and small. He either gets the information from the farmer and fills out the card himself, or he leaves it for the farmer to fill out. These cards, usually over 200,000, are returned to Washington and tabulated there, and the percentages worked out for each state are assumed to represent the situation in that state.

The questions asked are such as to make possible a comparison of the spring and fall pig crops each year with the similar crops of the preceding year; also of breeding intentions for the coming season with actual farrowings of the similar season of the previous year.

These surveys have so far given quite accurate information as to hog production, and have made possible very dependable forecasts of market supplies.

In the next survey (June, 1925) questions as to the lamb crop are to be included, in the hope that equally dependable information as to the size of the lamb crop and trends of sheep production may be obtained.

The ultimate aim of this work is twofold: first, to make possible the securing of knowledge of changes in production, as those changes are taking place, so that producers may be currently advised of them, and thus avoid extreme changes in

either direction; secondly, to make possible the furnishing of dependable information as to seasonal market supplies of various kinds of live stock, so that these supplies may be marketed in the weekly and monthly volume most suited to meet consumptive demand, and hence to bring the largest returns with fewest fluctuations in price; in other words, make possible more orderly production and more orderly marketing.

Obstacles Being Met With

To date one of the most difficult problems has been to get large enough returns from live-stock producers to furnish dependable samples on which to base estimates. There is still a quite widespread feeling that furnishing such information is not to the best interest of the producer—that in some way the packer will use it to the detriment of the market.

However, as live-stock producers become organized, and as these organizations undertake to inform their members as to production or marketing conditions, they find that these reports of the Department of Agriculture are of very great value to them—in fact, are the only source of many of the data needed by them.

Producers cannot hope to be better informed than packers, who are engaged constantly in studying problems of supply and demand. Neither can they prevent the trade from having a wide knowledge of the live-stock situation, because the trade is able to obtain this information through trade channels. But if the grower can, by co-operating with the government, get the same broad knowledge of the general situation that the trade possesses, he will be in better position than ever before to adjust his producing and marketing plans to his own best interests.

THE FIGHT ON MARGARINE

EFFORTS OF THE DAIRY INTERESTS to throw obstacles in the path of the free movement of margarine in trade channels are calling forth many and vigorous protests. Recently the *National Provisioner* contained this editorial:

"Another step has been taken in the direction of placing oleomargarine where it belongs among food products. This was the adoption of a resolution by the National Association of Retail Grocers, asking Congress to repeal the tax on this commodity.

"A survey of the legislation, and proposed legislation, in the various states indicates that the efforts to hamper the sale of this product have become increasingly vicious. In Pennsylvania, for instance, the retailer, the wholesaler, and the manufacturer must pay considerable sums for the privilege of manufacturing or handling this product. So variable are the laws in the different states that, if a distributor follows the law in one state, he may break it in another. In a search for the 'crime in selling oleomargarine,' carried on in the retail markets of forty states, Carl W. Dipman found some strange regulations; but in no case did they appear to have for their purpose anything but the hampering of the sale of the product. In some states the grocer is taxed for selling margarine; in others he must have a license to sell it. In a few states he must put his name and address on the paper in which he wraps margarine for his customer. In Iowa the label must indicate that it is a substitute for butter. In Minnesota it is unlawful to use these same words. In some states it is not lawful to state what oleomargarine is made of; in others it is a crime to omit it.

"Is it any wonder that the retail grocers have appealed to Congress to help them out? They are right when they say that they do not want the natural flow of wholesome foods interfered with by regulations that are only special privileges for one set of producers as against another set, but that every product should win out on the basis of merit and the cost of the product.

"Oleomargarine will eventually come into its own. When it does, the public will have opportunity to procure a high-grade food product without the price handicap made by restrictive taxation and regulation."

STOCKMEN SUBMIT PUBLIC-LAND RECOMMENDATIONS

ON AUGUST 24 AND 25, representatives of cattle- and sheepmen from eleven western states met in conference at Salt Lake City for the purpose of discussing problems connected with the grazing of live stock on national forests and the public domain, and of trying to unite on recommendations for federal legislation to be submitted at the hearings of the subcommittee of the Committee on Public Lands and Surveys of the United States Senate which were to be held at the same place on the two following days. The states represented were: Arizona, California, Colorado, Idaho, Montana, Nevada, New Mexico, Oregon, Utah, Washington, and Wyoming. Besides the duly appointed delegates, a large number of individual stockmen were in attendance, making an assembly of upward of 250. Colonel W. B. Greeley, chief of the Forest Service, and ex-Governor Robert D. Carey, of Wyoming, chairman of the President's Agricultural Conference, were present throughout the sessions.

The conference organized with Frank J. Hagenbarth, president of the National Wool Growers' Association, as chairman, and Fred H. Bixby, president of the American National Live Stock Association, as vice-chairman. F. R. Marshall and T. W. Tomlinson, secretaries, respectively, of the two national organizations, were elected secretaries.

In his opening remarks, Chairman Hagenbarth stressed the fact that the day had now arrived for recognition by the government of the live-stock industry—the day when the possibility of placing it at the mercy of a body of bureaucrats should be forever eliminated. Stockmen had no quarrel with the personnel of the Forest Service; it was the system that was wrong.

Mr. Bixby, following, criticized the Rachford report. This report, he said, was as fine a piece of analytical work as he had ever seen, but its conclusions were utterly unsound. He pleaded for a spirit of harmony which would throw aside all petty jealousies of the past. It was the duty of the stockmen to get together on a straightforward declaration, telling Congress in unmistakable terms just what they wanted.

Senator Robert N. Stanfield, chairman of the subcommittee, voiced the fear that the time was at hand when the government of the United States would be conducted according to rules and regulations, rather than by law. The rights of stockmen must be stabilized, and, to be stabilized, they must be legalized. The senators had come west to get the viewpoint of the stockmen themselves.

Mr. Carey addressed the conference briefly. He explained the activities of the Agricultural Conference, and expressed the belief that absence of a law for regulation of the public lands was due to the failure of those interested to agree among themselves. One of the greatest wrongs ever perpetrated by the government was in encouraging people to settle on land where they could not possibly make a living.

A vigorous defense of the policies of the Forest Service was made by Colonel Greeley. The forest officials, he maintained, had always tried to keep step with the needs of the West and had worked assiduously for stabilization in the use of grazing resources. Stockmen should not forget that nine-tenths of the rules in force on the national forests had come into existence at their own suggestion. He was willing to aid in the enactment into law of such basic principles governing the administration of grazing as would forever remove from the minds of forest permittees "the bogey of rules being determined overnight by a stroke of the pen of the Secretary of Agriculture," but warned his audience that the live-stock industry, great as it was, could not lord it over all other interests.

Following these preliminary remarks, representatives

from the various states were heard as to what, in their opinion, should be embodied in the report. Several divergent views were brought out, and complete agreement on all points was not reached. The cattlemen, on the whole, were more favorable to regulation of the public domain than the sheepmen seemed to be. It was, however, rather a matter for surprise and congratulation that differences were found to be no more numerous or fundamental. A committee consisting of two delegates from each state—one representing the cattle and the other the sheep interests—was named to draw up a set of recommendations. After much strenuous labor, the outline was completed and presented to the conference, where, after extended debate, it was finally adopted by all the states except Wyoming. By its nature a compromise measure, and perhaps not in all its details satisfactory to a majority, the report, as thus formulated, goes to Congress with the practically unanimous indorsement of the whole live-stock industry of the West. It follows:

NATIONAL FORESTS

"We recommend—

"1. That by law there be a recognition, definition, and protection of rights to grazing upon national-forest ranges upon an area basis.

"2. That such rights shall be based upon established priority and preference at the time of the enactment of the law.

"3. That such rights be definite and transferable, without penalty, with provision for egress and ingress from and to ranges, and subject to provisions necessary for the protection of other resources of the national forests.

"4. That the holders of such rights shall be responsible for wilful damage done by them to resources of the forests.

"5. That the exercise of such rights shall be such as will insure the beneficial use of the grazing resource as considered from the standpoint of general business welfare. We favor equitable protection to communities, to the small farmer and stock-raiser, to the wild life, and to recreational facilities.

"6. That no charge basis shall be made effective in such law which results in depreciating investment values in the privately owned dependent properties of the holders of such rights, and that provision be made for returning whatever amounts are collected for grazing to the state.

"7. It is the consensus of opinion that the Rachford report is based upon unsound economic principles, and, therefore, should not be adopted.

"8. Having adopted our recommendations as above, it must naturally follow that any contested point arising between holders of rights and the government can finally be taken to the United States District Court.

PUBLIC DOMAIN

"The condition in the various sections of the public domain in different states is so varied, and often opposite, that no definite and complete blanket plan can be formulated that will equitably and effectively apply to all states, and, therefore, we recommend to the Public Lands Committee that—

"1. Its hearings in the various states must of necessity largely determine the scope and details of such a plan or plans as properly may be formulated for the different states and make effective such legislation as seems necessary, if any, for a solution of the public-domain problem.

"2. That any principles underlying a grazing use of the public domain must recognize:

"(a) The necessity for definiteness of control in the operator;

"(b) A charge basis which does not depreciate investment values in privately owned properties dependent upon the use of such ranges;

"(c) That priority and use shall be the general basis of the granting of right to occupy such ranges.

"3. That, preceding any application of any law to this problem, the public domain should be classified as to its proper use with reference to the best economic development and benefit to the general public.

"4. Any law enacted covering this matter should be based upon the principle of local option in states or grazing districts.

NATIONAL PARKS AND FEDERAL GAME PRESERVES

"That there be no further extensions to present national parks, and that no new parks or federal game preserves be created in the states of Arizona, California, Colorado, Idaho, Montana, Nevada, New Mexico, Oregon, Utah, Washington, and Wyoming."

On August 26 the hearings of the senatorial sub-committee opened. Members present were: Robert N. Stanfield, of Oregon, chairman; Tasker L. Oddie, of Nevada; John B. Kendrick, of Wyoming; and Ralph H. Cameron, of Arizona. The stockmen's report was presented by Messrs. Hagenbarth and Bixby; the former speaking on the portion dealing with national forests, and the latter addressing the senators on the public domain. Mr. Marshall also made a statement, presenting statistical data, from which the sub-joined table is taken:

States	Entire Area (Acres)	Public Domain (Acres)	Per Cent of State	National Forests (Acres)	Per Cent of State
Arizona.....	72,838,400	14,951,860	20	11,204,304	15
California.....	99,617,280	18,091,187	18	19,147,587	19
Colorado.....	63,341,120	7,753,129	12	13,277,038	21
Idaho.....	53,346,560	10,040,912	19	19,056,871	35
Montana.....	93,523,840	5,908,156	6	15,881,715	17
Nevada.....	70,285,440	52,690,645	75	4,976,513	7
New Mexico.....	78,401,920	16,491,464	21	8,535,984	17
Oregon.....	61,188,480	13,677,583	22	13,137,447	21
Utah.....	52,597,760	25,242,338	48	7,453,400	14
Washington.....	42,775,040	1,184,588	3	9,900,869	23
Wyoming.....	62,430,720	18,717,183	30	8,417,773	13
Other states.....		1,184,127	5,661,304
Total.....		185,933,272	159,000,000

The second day, August 27, was given over to the Utah stockmen, who did not complete the presentation of their case. A feature of this hearing was the declaration of J. H. Rutledge, district forester in charge of District No. 4 (Utah, Idaho, and Nevada), that he found himself in agreement with the major positions taken by the cattle and sheep organizations. In the evening the committee left for Yellowstone Park, where further hearings were held. From there they went to Helena, Montana, and have since been following the itinerary as given on page 13 of the August PRODUCER. No more dates were announced at Salt Lake City, but it is expected that, after the Boise meeting, hearings will be continued in other states.

MONTANA STOCK-GROWERS ADOPT GRAZING REPORT

THE FOLLOWING REPORT and recommendations with reference to the grazing of live stock upon national forests and the public domain were adopted at a stockmen's meeting held at Helena, Montana, August 30, 1925, pursuant to a joint call by the Montana Stock Growers' Association and the Montana Wool Growers' Association, and submitted to the senatorial subcommittee:

"1. That by law there be a recognition, definition, and protection of rights to grazing upon national-forest ranges upon an area basis.

"2. That such rights shall be based upon established priority and preference at the time of the enactment of the law.

"3. That such rights be definite and transferable, without penalty, with provision for egress and ingress from and to ranges.

"4. That the exercise of such rights shall be such as will insure the beneficial use of the grazing resource as considered from the standpoint of general business welfare. We favor equitable protection to communities, to the small farmer and stock-raiser, and to the wild life, as long as it does not interfere with the production of live stock.

"5. That the charge basis shall be such as to pay only the actual cost of administration. We vigorously oppose the commercial basis of fees recommended by the Rachford reappraisal report.

"6. That a local board of appeal be established on each national forest, to consist of one sheep permittee, one cattle permittee, and one forest official, with full authority to decide any contested issues between holders of rights and the government; such board to be appointed by the federal judge or judges where the permit is issued.

"7. That holders of rights on the forests, through properly constituted bodies, be granted extensive administrative power, under the law, over the regulation of grazing. We believe such administration by local users will correct many of the errors committed in the past by forest officials.

"8. That permanently leased land be used by the permittee to make him commensurate; that, in arriving at commensurability, due consideration should be given to climatic conditions, so that a permittee owning a practically open range, free from snow, should not be required to produce the same number of tons of hay as the permittee on a deep snowy range.

"9. That there be no further extensions to present national parks, and that no new parks or federal game preserves be created in the State of Montana. We further urge your committee to investigate the withdrawal of grazing rights in the Absarokee National Forest.

"10. That the present maximum limit beyond which preference rights cannot now be secured for both cattle and sheep is too low, and we recommend an increase which will be suitable to the respective forests."

The first four paragraphs of the above report are practically identical with the recommendations submitted at the Salt Lake City conference.

STOCKMEN PASS FREIGHT-RATE RESOLUTION

AT THE CONFERENCE in Salt Lake City last month the following memorial was unanimously adopted by representatives of the American National Live Stock Association, the National Wool Growers' Association, and the eighteen state organizations of live-stock producers appearing as signatories, for presentation to the Interstate Commerce Commission:

"WHEREAS, A reasonable degree of relief from the great burden of freight rates on live stock, as well as on feedstuffs and all other farm and ranch products—increased, as they have been, during and since the war, in the period of the greatest depression which the business has ever known—has been the object of constant, and for the most part vain, effort of live-stock producers; and

"WHEREAS, Congress in January, 1925, intending to secure such relief, passed the Hoch-Smith resolution, directing the Interstate Commerce Commission promptly to make the lowest possible lawful rates on products of agriculture, including live stock, compatible with adequate transportation; and

"WHEREAS, The American National Live Stock Association, the National Wool Growers' Association, and many state associations of stock-raisers in 1924 filed with the Interstate Commerce Commission a general case for the reduction of all live-stock rates in the Western District—that is, west of Lake Michigan and the Mississippi River—and because of the Hoch-Smith resolution, made applicable to pending cases, have prayed for the establishment of rates not higher than those prevailing before General Order 28 of the Director General, which previous rate basis had been in effect, for the most part, for more than ten years; our case (Docket 15686) having been tried at great labor and expense, and having been briefed, awaiting a report of the examiner, after which it will come on for submission on argument before the commission; and

"WHEREAS, The commission has set down for hearing at Chicago, on September 8, an investigation to determine what application it will give to the Hoch-Smith resolution for the Western District, and in the meantime the railroads of that district have filed an application with the commission for an increase of 11 per cent in their rates, including those on live stock and its products, which the commission has set for hearing in connection with said investigation,

Docket Ex Parte 87, thus bringing on for retrial the very case which has been presented by the associations of producers and is now pending for decision; therefore be it

"Resolved, By the associations whose names are appended hereto, in joint conference held in Salt Lake City, Utah, August 24 and 25, that we protest to the Interstate Commerce Commission against entertaining the application of the railroads for an increase of rates on live stock, pending our case for a reduction, in which the railroads filed no plea for an increase; and be it further

"Resolved, That we demand the full benefit of the Hoch-Smith resolution, and appeal to the commission to give it, thereby affording the relief which Congress intended.

"American National Live Stock Association;
"National Wool Growers' Association;
"Arizona Cattle Growers' Association;
"Arizona Wool Growers' Association;
"California Cattlemen's Association;
"California Wool Growers' Association;
"Cattle and Horse Raisers' Association of Oregon;
"Oregon Wool Growers' Association;
"Colorado Stock Growers' Association;
"Idaho Cattle and Horse Growers' Association;
"Idaho Wool Growers' Association;
"Montana Stock Growers' Association;
"Montana Wool Growers' Association;
"Nevada Land and Live Stock Association;
"New Mexico Cattle and Horse Growers' Association;
"New Mexico Wool Growers' Association;
"Utah Cattle and Horse Growers' Association;
"Utah Wool Growers' Association;
"Wyoming Stock Growers' Association;
"Wyoming Wool Growers' Association."

THE MYTH OF THE LIVE-STOCK "BARON"

COMMENTING ON THE VIEW, still prevalent in many quarters, especially in the East, that the so-called "cattle baron" is responsible for the opposition encountered by the Forest Service, friend of the homesteader, the *Evening Gazette* of Reno, Nevada, in a recent editorial declares that these critics are to be classed as writers of fiction. We quote from the article in question:

"A further effort of the western live-stock 'barons' to oppress and drive out the small homesteader inspires all the criticism of the United States Forest Service administration, according to the Washington correspondent of the *Great Divide*, a Colorado newspaper. Once again, this Washington writer asserts, the entrenched interests of the public-land states, backed up by a group of western senators, are waging war on the small home-owner, while the latter is fighting for existence, with the United States Forest Service enlisted in his defense. The situation, he declares, forecasts a renewal of the old conflict between the 'barons' and Senate politicians, on one hand, and the Forest Service, the conservationist, and the homesteader, on the other.

"Twenty-five years ago such articles would have carried great weight in a country temporarily carried off its feet by the professional muck-rakers and the hysterical conservationists, who were filling the columns of the monthly magazines and daily newspapers with their unsupported and absolutely untruthful assaults. Today such charges will be discarded unless proved, and proof will be awaited in this case.

"The most casual acquaintance with the forestry, public land, and live-stock situation in the Far West will disclose the complete untruth of the charges made in the case. It is true that the live-stock growers of the Far West are bitterly opposed to the excessive grazing fees which the United States Forest Service is attempting to establish; but this opposition comes from homesteaders as well as large growers, and today the two are standing shoulder to shoulder in an effort to protect their common interests. And, as it happens, the small homesteader, owning no range land, and frequently situated upon or near a forest reserve, is more seriously threatened than many of the large outfits.

"A close-up view of the situation might remove the ignorance of such writers. They might find that the live-stock 'baron'—that colorful and fictitious figure in Zane Grey novels and *Saturday Evening Post* 'literature'—exists altogether in the imagination, and that these so-called 'barons' are not only maintaining a highly valuable industry against enormous odds, but are making a notable contribution to the development of the country, side by side with the small homesteader, whose crops the 'baron' buys when he can find the cash. And the homesteader, to make both ends meet, must frequently use the ranges or national forests, to which he finds access just as readily, and upon terms just as reasonable, as his larger neighbor.

"The truth is that the conflict between the large operator and the small homesteader passed the stage of importance years ago. At times, of course, there is a clash of interests, but they are no more frequent than similar disputes between the larger operators, or between neighboring homesteaders. However, the fiction-writers and a number of sensational space-writers do not seem to have found this out. They are still writing in the language of past decades.

"The real issue in the entire situation is the principle that shall be applied to the administration of the national forests. The Forest Service insists that they should be commercialized, and made available to stockmen only when the latter pay grazing fees that will return a large profit to the federal treasury. The stockmen properly insist that such fees should be based upon the cost of administration and maintenance. The small homesteader agrees with the stockman; for otherwise the earning power of his little tract will be impaired.

"And back of it all stands the fact that the public lands pay no taxes, but are a constant expense to the states in which they are situated. Yet the Forest Service would lease them at the same rates charged for privately owned lands, which are taxed by the states, counties, and school districts.

"The Forest Service and the professional conservationists will have to find a better argument if they expect to win their case before the people."

STATE MEAT INSPECTION IN CALIFORNIA

WITH THE AIM of bridging the gap between our very efficient federal inspection of meat moving in interstate commerce and the not wholly satisfactory efforts of certain municipalities to maintain supervision over the output of local establishments, California in 1915 put a law on its statute-books creating a system of state inspection. Up to that time it had been possible to kill animals and sell their meat without a semblance of control. The new act clothed the state veterinarian with authority to supervise the product of any slaughtering plant within the state, provided the owner made application for inspection, maintained a required standard of sanitation, and paid a designated fee. Later, in 1921, the law was amended by delegating to the state Department of Agriculture authority to supervise all slaughter-houses, except those operating under federal inspection or under existing city ordinances, and by providing for the unrestricted sale of state-inspected meat in any part of California.

This system applies the principle of local option to meat inspection, according to J. P. Iverson, chief of the Division of Animal Husbandry of California, addressing the meeting of the American Veterinary Medical Association in Portland, Oregon, in July. Any city or county whose citizens so desire can take advantage of state inspection by simply passing an ordinance forbidding the sale of uninspected meats within its limits. Such action would make it obligatory for slaughterers wishing to do business in the area to make application to the department for continuous post-mortem inspection. Before this can be granted, the premises naturally are required to meet certain sanitary standards.

The reception given the law, said Dr. Iverson, is evidence that it is meeting with general approval. Applications to come under its provisions are rapidly being received. At the present time, the system has been inaugurated in forty-three cities.

"Inspection operated solely by municipalities is not in all cases satisfactory," Dr. Iverson told his audience. "In many places the work simply consists of an examination of meat exposed for sale in markets. While such a system may result in the condemnation of a certain amount of unwholesome or tainted meat, the average purchaser is usually able to detect and avoid such a product. What is required is an inspection that will protect consumers under conditions in which they cannot protect themselves—namely, by guarding against the sale of meat of diseased animals. Under the California system, this is accomplished by maintaining veterinarians to conduct ante- and post-mortem inspection of animals at the time of slaughter."

Another valuable feature of the law is the authority vested in the department to require establishments not operating under continuous inspection to meet a higher standard of sanitation.

PRODUCER ORGANIZATION EXPANDING

RECENTLY the Chicago Producers' Commission Association—one of the thirteen co-operative agencies federated under the National Live Stock Producers—has added a claim department to its organization. This department, which functions without cost to shippers, will collect claims arising from freight losses, damage, and overcharge by railroads, as well as assist in improving the train service generally.

Through the Live Stock Credit Corporation, operating at Chicago, St. Louis, and Kansas City, the Producers are now prepared to advance money for feeding operations—both of cattle, sheep, and hogs—bought through a Producer organization. Loans will bear 6 per cent interest. This will just cover the cost of the service, which will be open to all shippers, whether members or not.

ARIZONA WINS RATE FIGHT

IN A CASE brought by the Arizona Cattle Growers' Association in October, 1924, complaining of freight rates on feeder cattle shipped into California from Arizona, the Interstate Commerce Commission, on July 22, 1925, rendered decision, declaring existing rates to be unreasonable and ordering defendant railroads to establish, on or before October 1, rates on feeders, in carloads, transported to points in California, which shall not exceed 80 per cent of the rates maintained on beef cattle.

TEXAS NOT YET RID OF HOOF DISEASE

A NEW OUTBREAK of foot-and-mouth disease has occurred in Texas, this time in Galveston County. As a consequence, the quarantined area has been extended to include all of Galveston County and that part of Brazoria County east of the Brazos River.

This outbreak is the fifth to occur since the reappearance of the disease late in July.

THE CALENDAR

- September 28-October 4, 1925—Dairy Cattle Congress, Waterloo, Iowa.
- October 31-November 7, 1925—Pacific International Live Stock Exposition, Portland, Ore.
- November 9-14, 1925—Kansas National Live Stock Show, Wichita, Kan.
- November 14-21, 1925—American Royal Live Stock Show, Kansas City, Mo.
- November 28-December 5, 1925—International Live Stock Exposition, Chicago, Ill.

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GENERAL BUSINESS CONDITIONS

IMPROVEMENT marked many lines of business during the latter half of August. Favorable prospects for the corn crop and an advancing cotton market were stimulating factors. Retail trade, however, had not yet worked out from under the spell of summer dullness. Industrial activity was more pronounced; but manufacturers were proceeding with caution, especially in view of the uncertainty created by the coal strike, the outcome of which seems not to be perturbing the public to any great extent.

Production of soft coal and coke has been considerably benefited by the anthracite shut-down. Improvement in the agricultural situation is reflected in the better tone prevailing in the steel trade. Carloadings show a continual rise, even the heavy freight traffic in July having been surpassed during August. Automobile manufacturing is more active than usual for this time of year. Textiles are spotted.

Lack of rain in certain sections has hurt the growing corn, reducing the government July estimate by 145,000,000 bushels in the August forecast; but, taking the country by and large, the outlook is still for a big crop of excellent quality. Frost danger may now be considered past. Reports on cotton, although below expectations, show an increase of 425,000 bales over the July estimate and approach last year's figure. The heavy decrease in Texas has been offset by gains in other states.

Bank clearings are heavier than a year ago. Money at the beginning of September was firmer. Bonds were irregular, and stocks had reacted after sharp advances.

Bradstreet's food index number for the week ending August 27 was \$3.67, compared with \$3.27 for the week ending August 28, 1924.

THE SALT LAKE CONFERENCE

REPRESENTATIVES of every viewpoint and spokesmen of every opinion held in the scattered communities of eleven western states met at Salt Lake City on August 24 and 25, in advance of the hearings of the Senate subcommittee investigating the question of the public lands. In the circumstances, the slight divergences to which expression was given, and the general agreement on the main lines of the solution offered, were remarkable. Differences were individual rather than geographical. The man from Washington or Oregon met the same problems with the same proposed remedies as the man from Colorado or New Mexico. On one demand all were unanimous—stability and security of tenure.

Close observation of the sentiment, whether voiced in the hall of meeting or in the lobby, gave the impression that the cattlemen, almost to a man, were in favor of federal control of grazing on the public domain under a leasing system and on an acreage basis, except in cases where local conditions call for community allotments. It appears almost certain, too, that a majority of the sheepmen would support this policy. At most there would be two states in which the sheep interests might take a contrary view.

That the forest reserves have become a permanent factor in the economic life of the live-stock industry of the West was not disputed by anyone. But a distinct advance in the status of permittees will be brought about if section 1 of the committee report on national forests is put into effect. There is no reason why the users of the forests should not have as a right the position of lessees under the Secretary of Agriculture, and a holding on an area basis would entail less contact with the "bureaucratic methods" which aroused the ire and eloquence of many delegates.

Section 6 of the platform on national forests expresses a hope which is not likely to be realized. The federal government cannot be expected to defray the cost of administration and turn over all the revenue to the states. But it must be conceded that the states are entitled to an important fraction of the receipts in excess of administration costs.

It is unfortunate that some of the administrative methods in use in the early days of the Forest Service, and since largely abandoned, have left an unpleasant taste on the palates of many permittees, and it is inevitable that a repetition of such experiences in their contact with a new grazing bureau should be feared. Most of the hostility expressed toward public-domain control is founded on this apprehension—in our opinion, unjustly. Even government bureaus learn by experience, whether their own or others', and a leasing system would not lend itself to the same exacting supervision, especially on ranges free from timber and unvexed by the many problems peculiar to mountainous country.

LIVE-STOCK FREIGHT RATES

AT CHICAGO, on September 8, the first gun was fired in the fight of the railroads for a general increase in freight rates. The petition filed with the Interstate Commerce Commission is signed by seventy-three carriers and covers all the territory west of the Mississippi River. Advances asked for average 11 per cent, and are estimated to amount to \$108,000,000. Of this, it is calculated that about \$90,000,000 will be the share contributed by agriculture.

The railroads are acting under the provisions of the Transportation Act of 1920. Under that act the commission was given power to raise freight rates to a point which would insure a "reasonable" return on the property of the roads. This "reasonable" return has been fixed at 5 $\frac{3}{4}$ per cent. Net earnings of petitioners are represented to be less than 4 per cent.

By the Hoch-Smith resolution, it will be remembered, Congress at its last session conferred authority on the Interstate Commerce Commission to adjust rates on agricultural products, including live stock, on the lowest level consistent with adequate transportation. Pursuant to that resolution, an inquiry into the whole rate structure is now going on. In what is known as the "general rate case" (Docket 15686), initiated by the American National Live Stock Association, demand is made for a reduction of all live-stock rates in the West. No decision in that case has yet been rendered. Probably the commission intends to deal with the whole freight-rate problem at one stroke. It is permissible to surmise that the application of the railroads is merely in the nature of a counter-move against these efforts to have rates lowered. We cannot imagine that they really hope to get what they ask for.

The live-stock business has been traveling a rocky road these past five years. Many stockmen have fallen by the wayside. None has had anything for his labors. Excessive charges on all sides, added to a minimum market price, have cut down income to below cost of production. Among these charges, high freight rates have been a major item. If now, the moment there are signs of a clearer path ahead, the industry is immediately to be robbed of whatever little advance in prices the market affords, through an increase in freight charges, the future looks hopeless indeed.

Contrary to what is the case with the live-stock industry, the railroads have long since recovered from war-time depression. Most of them are now prosperous. Some of them are earning more money than they ever did before. If expenses, too, are heavier, they cannot in fairness recoup themselves by adding a further burden to an industry already tottering on the brink of bankruptcy. Some other way must be found.

In passing the Hoch-Smith resolution, Congress had in mind the possibility of shifting part of the load to commodities better able to bear it. This avenue should be tried.

To make an impressive display of indigence, among the seventy-three signatures to the petition of the carriers are included names of many small lines that never did pay their way. Ordinarily these "weak sisters" are repudiated by the stronger members in the group—of consolidation the latter will have nothing. Only when numbers are needed, the little fellows become useful. They serve a statistical purpose. It is by the accession of these moribund lines that the 4 per cent is arrived at. The solvent roads make much more than that. But, it might pertinently be asked, how many stockmen are today making even 4 per cent?

Against the argument of overcapitalization, advanced again and again by representatives of the public at all rate hearings in the past, it is part of the tactics of the railroads to marshal a formidable array of high-priced lawyers and miles of figures whose only object is to becloud the issue. To battle this host, the unorganized live-stock industry must depend upon a corporal's guard of overworked and underpaid men, whose chief reliance must be the essential justice of their position and the realization on the part of the members of the commission that public opinion is behind them.

Even now, the public is beginning to stir. And the commission, keeping its ear close to the ground, cannot help hearing the rumblings. The railroads, we are inclined to believe, this time have overshot the mark.

(Since the above was written, the railroads evidently have realized that they have "overshot the mark." In a joint statement to the public, dated August 13, they declare that they will be satisfied with a general rate advance of 5 per cent. On live stock, however, we understand that they stick to their original appeal for a 20 per cent increase.)

CO-OPERATIVE MARKETING OF LIVE STOCK

STEADY GROWTH continues to characterize co-operative agencies at the stock-yards. The principle of having the producer remain in control of his live stock till it reaches the ultimate purchaser, through an organization governed by himself and at actual cost, seems so sound that it is not surprising the movement should be making headway once its details have been worked out and its methods become known. As an instrument for improving conditions at the market and for contributing to the solution of the knotty problem of stabilization of

receipts and prices, it is proving its practical worth. If, as in the case of the National Live Stock Producers' Association, in addition the program includes serving as a connecting link between ranch and feed-lot, eliminating much of the waste incident to the present manner of transfer, it should carry a further eloquent appeal to the West.

As an illustration of what co-operatives have accomplished during the past year may be cited the record of the Chicago Producers' Commission Association. For the twelve months ended June 30, live stock was received by that concern from 5,230 individual shippers and from more than 1,000 shipping associations with an average membership of 125—in other words, from over 130,000 producers; 16,336 cars of live stock were handled, and actual sales amounted to \$31,418,656, as against \$24,653,525 during the previous fiscal year. This in the face of a much smaller volume of hog receipts, characteristic of all markets. Refunds for the year—25 per cent of paid-in commissions—aggregated \$82,739. In the three years of its activities the association has returned to shippers more than a quarter million dollars. When it is remembered that only the regular rate of commissions is charged—that is, the same rate as collected by old-line firms—it will be seen what the possibilities for saving are under an economical management.

But, of course, it is not for individual savings alone that co-operative commission companies, such as the Producers, are entitled to support. Stockmen by now should be learning that only by uniting can those reforms upon which all are agreed be carried through; that only by combining can they successfully hope to assert their rights against those other interests whose purposes run counter to theirs, and which long ago took the lesson of organization to heart. By shipping to a co-operative firm, you not only get the same expert service at cheaper cost, but, what is of more importance, you contribute your share toward making a better market situation for all shippers and removing some of those obstacles in the path of your industry about which stockmen have been complaining and "resolving" at their annual meetings these many years. Resolutions by themselves help little. By your deeds, show the faith that is in you.

THE CALIFORNIA MARKETING PLAN

THE MARKETING PLAN adopted by the California Cattlemen's Association, which was put into active operation last April, has passed the experimental stage and is now an assured success. During July the association handled a much larger volume of business than in any previous month, and with very satisfactory results to its members.

This is the first attempt by any live-stock organization to sell cattle direct from the range or feed-lot to the slaughterer. Naturally it encountered much opposition, and at the outset there was some doubt in the minds of many stockmen as to the feasibility of the plan.

The result of the past four months have demonstrated that the undertaking was wisely conceived and has been well executed. Those "doubting Thomases" who declined to sign up made the operation of the plan more difficult; but, despite that handicap and weather conditions which forced the shipment of an abnormal supply in a short time, the method has stood the test and has proved of substantial benefit to stockmen by stabilizing the market.

We congratulate the officers and members of the California Cattlemen's Association on the success of this heretofore untried scheme.

TRUTH IN MEATS

POSSIBLY NO OTHER INFLUENCE has more to do with keeping down beef consumption than the stereotyped and unchallenged assurance by the retailer to the customer in quest of a "nice" steak or roast: "This is the best we have." When "the best we have," reaching the family table, proves to belong in the category of what the *Breeder's Gazette* facetiously refers to as "cat meat," husband suggests that wife transfer her patronage to another shop. If the result at the other shop is the same—and the chances are that it will be—his next recommendation will likely be along this line: "Suppose we try something else—lamb or pork, for instance, which at least has the merit of being tender."

Few housewives have been taught to distinguish good from poor meat by sight; and not many are sufficiently assertive to act upon the knowledge acquired through taste and teeth. Unless something tangible is done to confirm their suspicions, or support their convictions, most of them will continue to be easy marks for the bland psychologist behind the block, who may not be acquainted with all the intricacies of bookkeeping, but who with amazing facility learns the secret of adjusting his business practices to human nature as he finds it. And the one thing that can protect the average purchaser against misrepresentation, imposition, concealment, or slipshod methods, as well as against the consequences of his own ignorance, timidity, or gullibility, is a system by which the quality and grade of each cut are plainly indicated, and its price as plainly marked.

If one retailer in each city were to adopt a "truth in meats" standard—or, lacking that, if one such store were established by outside interests, as suggested by O. M. Plummer in his article in the July PRO-

DUCER—our prediction is that trade would gravitate to that place so rapidly and to such an extent that soon all other dealers, as a matter of self-protection, would be compelled to follow suit. Competition and public opinion could be depended on to turn the trick. Only if they did not might other methods be invoked to add their persuasion.

At the Pacific International Live Stock Exposition, to be held in Portland, Oregon, from October 31 to November 7, under Mr. Plummer's direction, there will be a demonstration of the methods proposed in carrying out this reform. The undertaking should have the hearty support of all stockmen, and should be carefully studied and considered. No one has greater interests at stake in such a campaign than the producer himself. A situation where there would be full guarantee that the consumer, in buying meat, not only was enabled to make an intelligent choice, but got exactly what he asked and paid for, could not but help the cattleman by stimulating the demand for the better grades of beef, and thus adding a powerful motive for raising the better grades of animals.

THE WORLD COURT

AFTER THREE YEARS OF SULKING, those responsible for the work-a-day program of the Senate seem at last to have made up their minds that nothing is gained by further deferring action on the World Court. The question is on the calendar for a day early in December. For the benefit of the folks back home, a flood of pent-up oratory will be let loose. Undoubtedly an attempt will be made to have the matter put off once more. It is believed, however, by friends of the measure to be voted on, that they are strong enough to prevent such a move. If they are also sufficiently numerous to carry the day, we shall not here speculate.

Some of them appear to think that they are. This, they point out, is not a partisan issue. It has had the support of two Republican Presidents and many of the best men in the Republican party, of the Democrats almost unanimously, and of innumerable non-political organizations. Why then, they argue, should it not be possible to rally a majority around a half-hearted, abundantly "reserved" declaration in favor of the court now sitting at The Hague, at the same time that we serve emphatic notice upon the world that with the League of Nations the United States of America is determined to have nothing whatsoever to do?

To many of us, who would have preferred a clean-cut indorsement, this quibbling is unpalatable and lacking in dignity. The opinions of our readers on the subject we do not know. Presumably they split pretty much as the people as a whole split. But we

will pay them the compliment of expressing our belief that few of them are in sympathy with the spirit of fanaticism and petty partisanship which would have us turn our backs on this first serious attempt in the history of the world to substitute the rule of reason for the law of the jungle, simply because the despised League of Nations has had something to do with the selection of the membership of the court, although this membership is not confined to citizens of member nations (the United States is represented even now), although the court remains completely independent in all its decisions, and although the most rigid safeguards have been thrown around its procedure to render its judgments in the highest degree impartial.

This autumn, meetings will be held throughout the country, under the auspices of some of the organizations favoring our adherence to the court, for the purpose of acquainting the people with the ideals back of its creation, its composition, its mechanism of operation, and the conditions under which it is proposed that we join it. If you have not yet reached a conclusion, and seek further light, we recommend that you watch for the announcement of such meeting in your neighborhood. If you have already found an answer, whether for or against, we would urge you to write to your representatives at Washington and make your influence felt.

SHEEP AND WOOL PRODUCTION

SHEEP PRODUCTION is undergoing an important change, according to Armour's Live Stock Bureau. While as a world industry production has decreased about 89,000,000 head during the last fifteen years, in some countries—notably the United States, Australia, New Zealand, Argentina, and Uruguay—breeding operations are expanding.

In proportion to human population, New Zealand has more sheep than any other nation; with Australia and Uruguay following. The United States ranks fourteenth. Naturally, then, New Zealand is the leading exporter of mutton and lamb, having sold for foreign account more than 300,000,000 pounds in 1924. Great Britain is easily the largest importer, taking from twenty-five to fifty times as much mutton annually as her nearest importing competitor, France.

Another interesting observation is that, since the war, world production of wool has been only about 2,500,000,000 pounds, which is almost 1,000,000,000 under the pre-war average. In 1923, Europe produced 696,124,000 pounds; Australia and New Zealand, 670,000,000 pounds; South America, 443,023,000 pounds; North America, 282,429,000 pounds; Asia, 250,320,000 pounds; Africa, 247,265,000 pounds. Of individual countries, Australia had the largest crop—490,000,000 pounds; Argentina was second, with 270,000,000 pounds; the United States third, with 266,000,000 pounds.

In 1924, exports of fine wool for clothing and combing again showed Australia's pre-eminence in the industry, when that country shipped 709,049,000 pounds. Argentina was second, with 348,327,000 pounds; while the United States exported practically nothing. India led as an exporter of carpet wool, having shipped 48,528,000 pounds; China ranking second, with 47,744,000 pounds.

THE STOCKMEN'S EXCHANGE

WESTERN LIVE-STOCK RATES AND HOCH-SMITH RESOLUTION

FORT WORTH, TEX., August 20, 1925.

TO THE PRODUCER:

The case brought March 14, 1924, by the American National Live Stock Association, in which many state associations joined as complainants, has been tried at five different hearings, beginning in January and ending in April of this year, before the examiner of the Interstate Commerce Commission, and briefs have been filed. It remains for the examiner to make up his findings and report to the commission for its final decision.

On July 10 the commission docketed a case, Ex Parte 87, and set for consideration the determination of what, if any, reductions of rates on products of agriculture, including live stock, should be made in the Western District, the railroads being made respondents. Seventy-four western railroads had filed with the commission an application for an advance of rates of 11 per cent on these and other commodities. That case was consolidated for the purpose of the hearing of Ex Parte 87, which now is to be heard at Chicago, beginning September 8. The railroads will be heard first, then a recess taken, after which there will be cross-examination of railroad witnesses, and finally shippers and others are to be heard.

Thus, while our case, 15686, has been tried and briefed, remaining to be decided, the railroads have built a backfire by their application for an advance of 11 per cent. The commission, while hearing that application, will hear evidence as to what products suffer from the depression declared to exist in the Hoch-Smith resolution, and what are the "lowest possible lawful rates on products of agriculture, including live stock, compatible with adequate transportation." As now appears, every issue as to live-stock rates involved in our case 15686 will have to be retried, at great expense that has not been provided for, and as to which there is no fund to which we can resort. The failure to have an organization financially supported to present and re-present such cases shows the impotency of the producers. It invites assault and destruction to their interests, and makes of them the bearers of burdens which they do not resist.

It is not true that live-stock rates are too low. It has been proved ever since the cattle-raisers' case in 1904 and 1905, and in the court where the railroads then tried to enjoin the commission from making the reduction, that, as trains are made up and run, those carrying live stock have higher earnings and move at less cost than the average. If potentially dead freight might be loaded nearer to engine capacity, this is not done, because traffic comes when it may. On the average, nearly 75 per cent of power can be utilized, and theoretical performance is not the actual. This the commission and the court have held after exhaustive investigation, and this has not been changed.

As to light car-loadings of live stock, we have demonstrated that it loads as heavily as the majority of loaded cars,

including less-than-carloads. And, as the court decided in the cattle-raisers' case, live stock costs no more to handle per 100 pounds than the average of all freight, including terminal and empty-car expenses.

From the unit cost of the Santa Fe in handling freight, and all operating expenses, pre-war live-stock rates on the average pay about as much above cost as the average of all freight, taking the trains run. The heavier trains have offset the increased expense. But there is no equivalent of profit required, and never was, as the courts and the commission have decided.

Now the railroads, in this Chicago proceeding, claim that an advance of 11 per cent is what they are entitled to under the Hoch-Smith resolution. The nerve of it is amazing. Congress expressly stated that the resolution was passed in view of the depressed condition of agriculture; yet the railroads pretend to believe that it provides for an advance under the conditions, the law, and the facts.

The American National Live Stock Association will appear, as will the Texas and Southwestern Cattle Raisers' Association, the Kansas Live Stock Association, and other complainants, and fight this proposition for advance, demanding instead a reduction to the pre-war level, which is sufficient for a fair profit under the resolution. The importance of this case cannot be overestimated. And we send out a Macedonian cry to every producer to support us in this great fight, involving a burden of millions of dollars upon the live-stock business now and for the future. Who must bear this burden? Shall the railroads be tax-gatherers from an impoverished industry unable to pay the rates? Shall the demand of Congress for relief for the live-stock man be ignored?

SAM H. COWAN.

WORTHY OF EMULATION

HILLSBORO, N. M., August 18, 1925.

TO THE PRODUCER:

I have finally succeeded in getting one new subscriber for THE PRODUCER, for whom I inclose check. I now feel as if I had, at least partially, done my duty in the matter. If every reader would get one new subscriber, it would double the circulation. I am sure that all real stockmen take a great interest in THE PRODUCER; but they do not stop to think what a help it would be to the publication, and through it to themselves, to increase its circulation.

The leading article, "Large Calf Crops and Some Methods of Producing Them," in the August number, was worth several years' subscription to me.

H. L. PARKS.

"I do enjoy your PRODUCER very much, or I surely would not read it from cover to cover."—RUFUS HANEY, Whitman, Neb.

"Your magazine is the best yet."—R. M. WILSON, Deming, N. M.

WHAT THE GOVERNMENT IS DOING

CONDITION OF CROPS ON AUGUST 1

DROUGHTS over large sections of the country during July hurt the growing corn and reduced the estimated harvest by about 145,000,000 bushels from the previous month's forecast, according to the government report of August 1. However, the expected crop is still a large one—larger by half a billion bushels than that garnered last year. Spring wheat during the month lost 12,000,000 bushels, offset by a corresponding gain in winter wheat. Oats had been benefited by timely rains and showed an estimated advance of 95,000,000 bushels. Barley promised the fourth largest yield on record, but rye production is the lowest since 1916. Hay had been further hurt by heat and dry weather. Smaller acreage and unfavorable climatic conditions are charged with responsibility for the poor potato prospects. The outlook for cotton on August 16 indicated a gain of 400,000 bales over the July estimate. Following are the estimated yields, with actual returns for 1924:

	1925	1924
Winter wheat (bu.)	416,000,000	590,000,000
Spring wheat (bu.)	263,000,000	283,000,000
All wheat (bu.)	679,000,000	873,000,000
Corn (bu.)	2,950,000,000	2,436,000,000
Oats (bu.)	1,387,000,000	1,542,000,000
Barley (bu.)	214,000,000	188,000,000
Rye (bu.)	52,000,000	63,400,000
Rice (bu.)	36,000,000	34,000,000
Buckwheat (bu.)	16,400,000	16,000,000
Hay, tame (tons)	77,700,000	98,000,000
Hay, wild (tons)	13,300,000	14,500,000
All hay (tons)	91,000,000	112,500,000
Potatoes (bu.)	353,000,000	455,000,000
Cotton (bales)	13,990,000	13,628,000

HUNTING AUTHORIZED ON KAIBAB FOREST

TO SOLVE THE PROBLEM of the excessive number of deer inhabiting the Kaibab National Forest and Game Preserve, in southern Utah, which previously has been discussed in THE PRODUCER, it has been determined to open the forest to hunters from October 1 to November 30 this year. The hunting will be directed from designated camps on the east and west sides of the forest. No one person will be permitted to kill in excess of three animals, and a charge of \$5 per animal will be made. All hunting will be by federal permit only. Application should be made to the district forester at Ogden, or to forest officers at Kanab, Utah.

In the report of the committee invited by the late Secretary Wallace to look into the matter of these deer last summer, it will be remembered, provisional recommendation was made that the reserve be opened to hunting, under federal supervision, if it should be found impracticable to reduce the herd sufficiently by shipments to other localities. This latter method has been tried, but orders for deer have been few.

CASEMENT TO REVIEW RACHFORD REPORT

DAN B. CASEMENT, of Manhattan, Kansas, has been asked by Secretary of Agriculture Jardine to review the Rachford report on forest grazing fees, submitted in 1924. The appointment of a special representative by the secretary to do this work is at the suggestion of Chief Forester Greeley, who through this means hopes to reconcile the differences of opinion that have developed over the report and the commercialization principle on which its recommendations are based.

Mr. Casement is a large stock-raiser in his home state, with interests in the range cattle business in Colorado, where he holds a permit on the Uncompahgre National Forest.

NEW HEAD FOR ECONOMICS BUREAU

THOMAS P. COOPER, dean of the Agricultural College of the University of Kentucky, has been appointed by Secretary Jardine to be chief of the Bureau of Agricultural Economics, in succession to Henry C. Taylor, who recently resigned. It is understood that Dr. Taylor's resignation was due to differences of opinion with the secretary as to the policies of the Department of Agriculture, and that it was requested.

GOVERNMENT LIVE-STOCK FIGURES

HOW FAR the government's "guesstimates" of present and prospective live-stock supplies really offer a tolerably trustworthy picture of actual conditions, and thus how much practical value attaches to them in helping producers gauge market trends, is a topic of recurrent interest to the trade press. Lately developments in the hog market have again started the discussion. In a recent editorial, the *Omaha Daily Journal-Stockman* had this to say:

"Up to date the statistics of hog receipts at the markets certainly do not bear out the pessimistic forecast of the government last January. The federal figures at the beginning of November showed that 42,000,000 hogs would be available for the year's packing season beginning November 1, 1924. Up to June 1 a total of 28,000,000 head had been slaughtered, leaving approximately 14,000,000, or one-third, available for the five-month period June to November. . . . It looks as if the government's methods of forecasting pork supplies needed revision."

Commenting on these figures, the *National Provisioner* (the packers' organ) says editorially:

"Naturally, government forecasts can be based only on the information available to the statisticians. If this information is faulty, then the forecasts are likely to be inaccurate. "The government's figures have been very valuable as indicating trends. The chief trouble has been that packers have not known how to interpret these in the light of trade conditions."

If your subscription has expired, please renew.

THE MARKETS

LIVE-STOCK MARKET IN AUGUST

BY JAMES E. POOLE

CHICAGO, ILL., September 1, 1925.

ALIBIS for the erratic conduct of the summer cattle market have been generously invoked. Always there is a more or less logical reason for every happening on this mundane sphere. Measured by a count of tails, there has been no evidence of cattle shortage, although, as always happens at the end of a short corn crop, choice beef has been a scarce commodity. What should have happened in May was deferred until July, when a display of fireworks occurred. Finished cattle with weight not only persistently, but continuously, advanced, dragging warmed-up and grass stuff with them. By the middle of August prices had been pyramided to the point of danger. Warmed-up and short-fed cattle at \$12 to \$15 became excessively high. Week after week southwestern pastures deluged Kansas City and neighboring markets with grassers, the excess local supply being passed on to Chicago, until the customary fortuitous happening precipitated trouble. If the Southwest were enabled by favorable physical conditions to load cattle thirty days in advance of the normal period, nature put the southeastern grazing area, notably the two Virginias, in similar position. Almost overnight such primary receiving points as Jersey City, Baltimore, Philadelphia, and Lancaster were inundated with grass cattle, precipitating declines of \$2 to \$3 per cwt., and incidentally curtailing demand for western dressed product. Within a few hours the wave of depreciation spread westward until it reached Fort Worth, Denver, and St. Paul. Naturally, out-of-line warmed-up and short-fed stuff selling at \$12 to \$15 at the high time was hit hardest. Choice steers worth \$15.50 to \$16.10 at the high point were affected to the extent of 50 to 75 cents per cwt., middle grades lost anywhere from \$1.50 to \$2.50, and grassers, including westerns, 75 cents to \$1.50.

Top Cattle Reaching Highest Level of Year

For several days demoralization ruled. Then the country rescinded car orders so effectively that at the opening of the last week of August not only did good to choice cattle, selling previously at \$14 to \$16, recover all the loss of the previous week, but top cattle advanced to new high levels for the year, heavies reaching \$16.25 and yearlings \$15.90. Some of the middle grades of warmed-up and short-fed steers advanced \$1.50 to \$2 per cwt. in three days; but the pace did not last, another decline of 75 cents to \$1 being effective before the close of the same week. Grassers, on the other hand, never did recuperate, slowly dropping to new low levels for the season, or a \$7 to \$8 basis for the bulk. Late in August killers were buying cheap western and native grass steers, lacking feeder quality, as low as \$4, while top cattle registered at \$16.25—probably the widest spread in trade history. This would have been impossible without a shortage of corn-fed cattle good enough to earn \$15 to \$16, and a surplus of grassers and warmed-up stuff from \$9.50 down.

Sudden Fluctuations Characterize Market

Not only have fluctuations been sudden and violent, but all semblance of price uniformity frequently disappeared, cattle identical in weight, condition, and quality frequently selling \$1

per cwt. or more apart on the same session. The only gratifying phase of the situation was that prompt recovery was possible, in the case of the better grades of cattle, affording another demonstration of the fact that consumers are partial to fed beef in contradistinction to the grass article. Probably the class of steers selling to best advantage most of the time was well-wintered westerns that had been fed concentrates.

Weighty Steers Given Preference

Weight has always had preference, regardless of quality. Aged steers from northwestern grass sold up to \$11, even with horns on, as killers could use the product to eke out a deficient supply of corn-fed beef. Much of the beef coming from the southwestern grazing area was light, while that from the Northwest was both light and soft, so that anything weighing 1,200 pounds and up received good action. Before the break, a lot of northwestern grass cattle were eligible to \$8 to \$9.50 that by the end of August had been relegated to a \$6.50 to \$8 position. So much eastern grass beef went into distributive channels that it was necessary to put the western surplus into freezers—an operation possible only at low cost, as it is both hazardous and expensive.

Heavy Volume of Beef Absorbed

Nevertheless, an enormous quantity of beef went into immediate consumption during the summer period. Retailers, running true to form, boosted prices until consumers curtailed purchases. Whenever a customer kicked, he was admonished by the market man that live cattle were selling at \$16 per cwt., the handy newspaper report being produced as confirmation. Had hogs been selling around \$10 per cwt., as was the case a year ago, this heavy volume of beef could not have been absorbed with the same facility.

Females Stick to Bottom

Cow trade has needed the services of a competent apologist right along. A raft of grass cows have sold at \$3.50 to \$5.50; heifers, at \$4.75 to \$6.75. These prices suggest cheap beef; but consumers have heard nothing about it—and they are not partial to this type of cow and heifer beef, anyway. A few corn-fed cows have sold at \$8 to \$9.50, and heifers anywhere from \$9 to \$13; but the presence of a few more of these types in the supply would have made such prices impossible.

Hog Prices Break

August developed a break in hog prices that was consistent with market performance all through the season. The initial climb to a \$14 basis was premature. Ever since, the trade has made a demonstration that it has been a contrary season. By all previous performance, the rise should have begun in July and culminated late in August and early in September. Of course, there are reasons, and, as usual, killers miscalculated. Fresh-meat trade has been healthy all summer, but, other than

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side meats, cured product did not move with seasonal facility. The Cotton Belt bought its quota, but Europe balked at the new scale of prices. Germany and England showed preference for Danish product, a deplorable industrial situation all over Britain necessitated pinching dietary economy, South American and Australian beef was available in unlimited quantities measured by European consumption requirements, and the continent discovered that the use of cheaper lard substitutes was decidedly economical. In a domestic sense, current price of all kinds of hog product was above that of beef, hams got into the luxury catalogue, and, especially in the South, cheap cottonseed-oil products displaced lard to a large extent. Bakers in northern cities have also resorted to the use of vegetable substitutes to get away from lard. What should have been a good ham season petered out in perplexing manner, explainable only on the theory of cost, cheap sausage displacing that food in the commissary plans of motor tourists and picnic parties.

Consumers Switching to Beef

No hog famine has been in evidence at any time. It is true that summer receipts at the principal markets have been approximately 20 per cent less than last year, but 1924 was a period of excess supply, and diminished production was adequately expressed in prices. As a natural result, domestic consumers switched from cured hog product, which was bought in prodigious quantities a year ago, to fresh beef—much of it the product of \$7 to \$10 western grass and warmed-up cattle. Last year it was no trick to sell hog product; on this occasion the cattleman had an inning.

Packers' Cellars Filled with Cured Pork

Packers were not anxious for the slump in hog prices during the latter part of August, principally for the reason that

they were loaded to the guards with lard and pickled meats, which they were anxious to merchandise, and middlemen are notoriously averse to putting meats on their shelves on a declining hog market. Almost unanimously they went on a hand-to-mouth basis, putting processors under the necessity of carrying a heavy bag. This does not apply exclusively to the coterie of big packers, who usually shoulder the entire odium for swine-trade eccentricity, but to a small army of killers on a more limited scale, who had previously set the buying pace. This element encountered increasing difficulty in selling their residue after fresh meat had been disposed of, and, as cured product accumulated on their hands, they received admonition from bankers, furnishing money to finance daily drove cost, to curb their buying impetuosity. When eastern demand wilted, the only stout prop under the market was seriously damaged. The aforesaid coterie of big packers, being called on to take a longer percentage of the crop, and, at irregular but frequent intervals, to clean up a heavy stale stock, refused to go the price pace. A packer with a cellar full of lard and cured meats likes to see the other fellow maintain hog prices while he unloads. When that is not possible, he backs away, which is exactly what happened during the latter half of August. To aggravate matters, a pyramided cattle market collapsed. There is a limit to the purchasing capacity of even American consumers, and the price of beef in this instance worked to such levels that the public balked.

Sheep and Lamb Trade Holding up Well

No audible complaint has been detected in the vicinity of the sheep-house. All summer it has been a surprisingly and gratifyingly good market, especially in the case of lambs, the bulk of which have sold at \$14.50 to \$15.25, or around \$2 per cwt. higher than a year ago. Contrary to official prediction, the native lamb crop proved to be deficient, and it was a fore-

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gone conclusion that the West would market fewer lambs than last year. To cinch matters, Virginia was a delinquent, enabling Jersey City to avoid its usual summer price-breaking stunt. Feeders have been clamorous, without intermission, for thin western lambs, paying anywhere from \$14, in the case of extreme weights, to \$15.50 for light lambs. Even at these apparently prohibitive prices, they would have taken two lambs where one was available. Scarcity of yearling wethers maintained a \$10.50 to \$12 market, western wethers selling mainly at \$8 to \$9.50, and most of the fat native ewes at \$6 to \$7.50, a few light western ewes making \$5 to \$8.25. There has been an abnormal demand for western breeding stock, full-mouthed range ewes making \$8.75 to \$9.50, old shells \$7 to \$7.50, and yearlings \$12 to \$13. The whole live-mutton trade, from top to bottom, has held up surprisingly well. In fact, an era of good feeling between producer and killer appears to have been established.

ADVANCING STOCKER TRADE CHECKED

J. E. P.

A BUDDING STOCK-CATTLE MARKET received a blow somewhere in the region of the solar plexus when fat-cattle values broke late in August. Fortified by a wad of hog money, which has been making substantial deposits in Corn Belt banks for a month past, plus certainty of a big corn crop, feeders were in investment mood, under the stimulus of a booming fat-cattle trade. Mass meetings of stock-cattle buyers at the stock-yards were well along in the incipient stage when the props fell from under the fat-cattle market—temporarily at least; whereupon many of the prospective stocker-buyers folded their letters of credit and faded away. A considerable element that had been taking fleshy feeders for a quick turn on corn took fright with demand disappearing overnight, but not until a lot of big, sappy pasture steers had gone to the country at prices ranging from \$9.50 to \$12, on the theory that they could be brought back to realize \$14 and up in forty to sixty days.

After the smoke had cleared away, it was impossible to sell the country a load of steers with weight. Stockers did not break so much as fat cattle, because they had not reached the same high altitude, but they lost 50 to 75 cents, incidentally frightening intending investors. Nothing scares the average killer more than a few carcasses of beef on his hang-rail. Similarly, feeders are chronically apprehensive of acquiring a jag of cattle 50 cents per cwt. or so higher than would have been possible by waiting. Psychology is the same in both spheres. Mark fat cattle up a few points; and killers will indulge in a buying rush until they awake to realization that they are loaded to the guards with beef. Feeders, from whom a bid cannot be elicited at a time when they have the market to themselves, will tear the clothes from one another in an effort to get cattle after a dollar advance that has brought a swarm of buyers in from the country. Commission men have learned by experience that it is futile to advise the country that stock cattle are cheap, the mental reaction of the average man thus admonished being that it is a design to put something over on him.

Feeders are a gregarious bunch. A few weeks ago they clamored for heavy steers; then demand switched overnight to quality light cattle. A few weeks hence they are likely to buy the "dogs." Nobody has ever been able to explain with reasonable lucidity how this happens. Telepathy may have something to do with it; otherwise two feeders from points five hundred miles apart would not be in the same buying mood.

Right now feeders are taking a good class of fleshy western steers at \$6.50 to \$7, few consenting to go above the latter

figure. They could buy steers with thicker flesh at \$5.50 to \$5.75 that would be a better investment, as they could be turned fat in ninety days, whereas the better cattle will take longer to finish. The "four-cent" steer is out of vogue, notwithstanding the fact that it made big money last winter on high-priced corn. Later on the country will buy this type of cattle, especially if the market advances meanwhile.

Dry pastures have militated against free buying of stock cattle during the past six weeks. Much of the Mississippi Valley area is decidedly deficient in grass, and, although the maturing corn crop is thirty days ahead of last year, it will not be ready to cut and feed economically until the middle of September. At that stage, provided the fat-cattle market holds up meanwhile, the whole region east of the Missouri River will be in the market for fleshy steers. With fly time over, cheaper gains may be made with the ear dented and the stalk green than at any other time of the year. Thirty days hence feeders may regret that they did not lay in stock cattle while that process was easy.

Western cows and heifers are cheap, but feeders do not "cotton" to them. Feeding female cattle is somewhat of a specialty, but those who know how make good money at it year in and year out. This season there has been an abundant supply of such cattle, feeders overlooking a good bet by passing them up. Late in the winter they will realize good money, and can be utilized meanwhile to consume roughage that otherwise would go to waste.

Dealers in southwestern calves report a brisk early trade, the bulk of the crop of youngsters from that quarter being already under contract for fall delivery at prices \$3 to \$5 per cwt. higher than a year ago, which is having the logical effect of gradually appreciating values of beef-bred cows.

THE KANSAS CITY MARKET

BY M. Y. GRIFFIN

[Bureau of Agricultural Economics]

KANSAS CITY, Mo., August 31, 1925.

THE GENERAL PRICE ADVANCE on killing steers and yearlings was put to route during the month of August under liberal supplies and a sluggish dressed-beef trade. Strictly choice offerings, due principally to their scarcity, finished 25 to 40 cents higher. Others of less quality and finish, selling above \$12, registered declines of 75 cents to \$1.25. Short-feds and most grassers clearing above \$7.25 slumped \$1 to \$2.50, while plainer grassers lost price ground to the extent of 75 cents to \$1. Grass steers and short-feds were extremely dull, and at times practically at a standstill. Top for the month of \$15.25 was paid for a short load of long yearlings. Medium-weight steers sold at \$14.85, and best heavies turned at \$15.10. Big weights were very scarce. Quality of offerings was plain toward the close of the month, those of strictly choice grade being entirely absent. Most desirable grain-feds sold at \$11 to \$12.50 on closing days. Short-feds closed within a price spread of \$9 to \$10.50, and wintered Kansans at \$8.50 to \$10. Kansas grassers turned largely at \$7 to \$8.25 on closing days, and southwestern arrivals at \$5 to \$7. Price declines on steers were reflected in the she-stock contingent. Grain-feds, although very scarce, slumped 50 to 75 cents. In-between grades, which embraced the bulk of grass-fat offerings, registered a loss of 75 cents to \$1.50; plain heifers feeling the full force of the decline. Cannery and cutters slumped 15 to 25 cents. Grain-fed heifers sold at \$9 to \$10.50, and cows at \$8 to \$8.50. Most grass-fat heifers sold at \$4.50 to \$6.50, and cows at \$3.75 to \$5.25, at the close. Cannery turned at \$2.75 to \$3, and cutters upward to \$3.50. Bulls slumped 25 cents. Bolognas are selling at \$3.75

to \$4.25. Calf values advanced during the month, but finished about steady, with the practical veal top resting at \$10. Movement of stockers and feeders to the country, while fairly broad, narrowed under liberal supplies and reduced killing values. Fleshy feeders slumped \$1 to \$2, and were very slow at the close. Other feeders declined 75 cents to \$1.50, and stockers 50 cents to \$1. Most feeders are selling at \$5.75 to \$8, and stockers at \$5 to \$7.50.

Hogs.—Although the month's receipts have been only moderate, there has been a general tendency toward lower price levels. Big packers have been bearish at all times, especially toward the heavier types, and, with virtually no ship-

ping demand for the weightier offerings, there has been a noticeable widening in the spread of prices between these and the lighter weights. Receipts, as a whole, have been heavier in weight than usual for this time of the year, and no doubt this has had a weakening effect on the market. Light lights are closing 60 to 70 cents lower for the month, lights and mediums are 85 cents to \$1 lower, and weighty butchers and mixed offerings are from \$1 to \$1.50 off. On the final session in August choice 160-pound selections sold up to \$13 in sorted lots, while choice heavy butchers stopped at \$12. Trading during the latter half of the month was extremely uneven. Packing sows were under pressure, and closing prices are

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Other important items have grown, too. Such as expense of maintenance of the railroad, which increased 121 per cent, or \$1,700 a mile. Maintenance of locomotives showed an upward trend of 137 per cent, or \$6,141 each. Passenger cars 85 per cent, or \$999 a car. Freight cars 155 per cent, or \$161 per car. All operating expenses combined jumped 114 per cent. Taxes advanced for each mile of track 196 per cent, or \$993. Total taxes in 1924 were \$17,730,961 or \$1,499 per mile.

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\$1.75 to \$1.85 under late in July. Load lots of good-quality sows sold at \$10.75 on late days, and throw-outs went at \$10.25 to \$10.60. Trade in stock pigs shows only little change as compared with killing classes. Prices, as a rule, are 25 to 50 cents lower, with \$12 to \$12.75 taking the more desirable grades at the close.

Sheep.—Moderate fluctuations in fat-lamb prices left values at the close 25 to 35 cents below the high spot at the end of July. Western offerings topped for the month at \$15.25, and comparatively few had to sell at any time below \$14.50. Natives sold upward to \$15 on the high spot, and the bulk of the better grades made \$14 or above. Mature classes show about the same price loss as lambs. Fat light-weight ewes made \$7.90 at the high time, but a similar kind late landed around \$7.50. Texas wethers sold mostly at \$7.75 to \$8.25, and most Louisianas moved at \$6.75 to \$7.25. A strong demand prevailed for all classes of feeding and breeding stock. Choice light-weight feeding lambs reached \$15.25, with a comparable kind quotable around \$15 at the close. Western breeding ewes were most numerous at \$8.50 to \$9.50, although occasional lots of young natives ranged upward to \$12.

THE DENVER MARKET

BY W. N. FULTON

DENVER, COLO., September 3, 1925.

LIBERAL CATTLE RECEIPTS featured the trade in this branch of the Denver live-stock market during the month of August. Western range cattle are good this fall, and shippers began sending them in from two to three weeks earlier than usual. Inquiry was very good for so early in the season. Slight depressions were noted from time to time, and at the close most grades of stock showed a loss compared with the opening of the month. Some dry-lot stock was received during the early weeks, but by the end of August the offering of this class was negligible, as practically everything is cleaned up. Packer buyers were fairly active on good-quality stock, but they were hard to interest in the half-fat and medium grades. Feeder-buyers were making some inquiry late in the month, but they wanted the more desirable fleshy feeders, with the result that the half-fat grades and commoner stock were somewhat neglected and slow to move. As the season

advances, and farmers and ranchers are ready to take on their quota of feeding cattle, the inquiry for this class of stock is expected to be unusually strong at Denver. Good fat beef steers were selling at the beginning of August at \$8.50 to \$9; at the close of the month the same grades were going at \$8 to \$8.50, with a fair grade at \$7.50 to \$8. Cows of good quality sold early in the month at \$5 to \$5.40; the same grades at the close were quoted at \$5 to \$5.50, with strictly choice light cows up to \$5.75. Heifers were selling early in August at \$6.50 to \$7, and the same grades were bringing about the same price thirty days later. Some fleshy feeders were moving to feed-lots early in the month at \$8 to \$9. During August two loads of fancy fleshy feeders went out to Nebraska feed-lots at \$9.40—extreme top of the market for the season—but most grades of good feeders were selling at the close of the month at \$7.25 to \$7.85.

Hogs.—Hog prices fluctuated materially during the month. At the close, values were around 50 to 60 cents under those of a month ago. Denver prices, however, were materially higher throughout the entire month than those at other marketing centers. Strong California demand here, with an active inquiry from local packers, city butchers, and near-by shippers, resulted in strong competition from day to day, and frequently top prices were considerably higher than those at Chicago. Good-quality fat hogs were selling early in the month at \$13.75 to \$13.85; the same grades were bringing \$13.25 at the close. During the month, however, values fluctuated between these two extremes, and top price here was as high as \$14 on several occasions. The strong position of the hog market resulted in a good demand for stocker pigs, and everything coming to market found ready outlet, at prices ranging up to \$12 per cwt. for good stock. The supply of stockers, however, was small, most farmers preferring to hold them in the country for finishing before sending them in.

Sheep.—August sheep receipts were larger by 85,316 head than those for the same month a year ago. The increase resulted from the fact that growers of Idaho, Utah, Oregon, Nevada, California, and other western states are shipping here in larger numbers, being attracted by the very satisfactory prices and strong demand prevailing for good-quality lambs. Prices on fat lambs were well maintained during the month. Good qualities were selling at \$14.75 to \$15 early in August, whereas the same grades were going around \$14.75 at the close. On the other hand, feeding lambs

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that sold from \$13.75 to \$13.85 early in the month found outlet later at around \$14.50 to \$14.65. Demand for feeding lambs was exceptionally strong all month, and the inquiry for fat stock was also good. Considerable contracting of feeder lambs has been done in the country during the past month, at prices ranging from \$12 to \$13 on the range. Indications point to liberal feeding in this territory this fall and winter.

Horses.—Horse trade was active during the entire month, and sales were well attended. Quality was very good, and good grades of stock were in strong demand at fully steady prices. Desirable heavy draft-horses are selling at \$100 to \$175, with choice drafters on up. Heavy work-mules also are in good demand, at prices ranging from \$150 to \$225 per head. Chunks are selling at \$50 to \$90, and light broke horses from \$40 down. The Denver horse market is steadily growing. At the present time this market is the largest in point of horse receipts of any in the country.

THE OMAHA MARKET

BY CHARLES BRUCE

[Bureau of Agricultural Economics]

OMAHA, NEB., September 1, 1925.

CATTLE TRADE during the month of August displayed considerable unevenness. During the fore part of the session, the trend to prices on dry-lot cattle was upward, and at the middle of the month, which proved to be the peak, a top of \$15 was registered on finished steers. In the latter half of the month, depressed dressed-meat trade, coupled with liberal receipts, resulted in sharply breaking prices on practically all classes and grades. Strictly choice steers reverted to about the same notches as at the end of July, while in-between kinds, or the warmed-up and short-fed offerings of both steers and yearlings, are closing 50 to 75 cents lower than a month ago, and grassers are reported as 25 to 50 cents lower. The top price on strictly grass steers was \$10.50, paid for Wyomings; but feeder-buyers paid upward to \$10.90, establishing the top price on western range steers. Cows and heifers, which have consisted for the most part of grassers, closed the month with a net loss of around 25 cents, with the exception of canners, which show a slight advance. Bull values are steady to 25 cents lower, while veal calves have moved up \$1, in sympathy with the rising market at outside points. The

market on stockers and feeders has been very irregular. During the fore part of August, fleshy feeders developed strength, but, with the break in fat cattle, competition was lessened, and the market broke badly, closing quotations showing a loss of 50 to 75 cents from a month ago. Light stockers have been in favor, and the market shows very little change. The practical top on feeders was noted at \$9.10, while the general run of stockers and feeders are selling within a spread of \$5.50 to \$8.25.

Hogs.—Volume of receipts shows a contraction from a year ago. The market during the fore part of the month carried a healthy undertone, but a bear raid was staged after the middle of the month, and closing quotations show mediums and lights from 75 cents to \$1 lower, with heavy butchers \$1 to \$1.25 lower, and packing grades \$1.50 to \$1.75 lower.

Sheep.—A very satisfactory market has been experienced for all classes of sheep and lambs. The month's supply has been well distributed, and this has aided materially in maintaining prices. Fat range lambs formed a good share of the receipts, and, while fluctuations have been noted from day to day, closing prices are in practically the same notches as at the end of July. Good and choice fat range lambs at the end of August sold at a spread of \$14.75 to \$15.15, with natives at \$14.25 to \$14.50. Yearlings and fat sheep have been scarce, and the market shows a slight weakness, although quotations are more or less nominal; but practically all the ewes are finding better outlet as feeders and breeders. A clamorous demand has featured the local trade for feeding and breeding stock, with both sheep and lambs scoring a net upturn of 50 to 75 cents. At the end of the month, desirable range feeding lambs sold at \$14.75 to \$15.20, feeding ewes at \$5.50 to \$7.25, and full-mouth breeding ewes upward to \$9.40.

THE PORTLAND MARKET

[Bureau of Agricultural Economics]

NORTH PORTLAND, ORE., September 1, 1925.

CATTLE TRADE was more or less draggy throughout the month of August, but no appreciable price drops were registered. The bulk of the beef steers in suitable flesh for killers turned at around \$6.75 to \$8, although there were few load lots in condition to qualify for the \$8 class, and only scattering lots of outstanding quality at \$8.25. Feeder-buyers

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Selecting Good Meats

Meat markets can be placed in three general classifications. In the first class are those which sell the choicest cuts of meat and charge accordingly. The second class sells very common meat at a common price. The third class furnishes a lottery for the housewife; for prices here are according to overhead and not quality, and two persons with the same amount of money and at the same price per pound are liable to draw different grades of meat.

At the Pacific International Live Stock Exposition, to be held at Portland, October 31 to November 7, there will be held a demonstration of "Truth in Meats," as set forth in the July issue of THE PRODUCER by O. M. Plummer, manager of the exposition. It will clearly show that, by the customer getting exactly what is asked and paid for, the cattleman will be helped by the stimulation of a demand for the better grades of beef, and the retailer enabled to build up a growing list of satisfied customers.

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took the light-fleshed kinds fairly well, and prices on these ranged largely from \$5.25 to \$5.85, with more desirable feeders occasionally reaching \$6 and \$6.25. California was the most popular outlet for offerings in this class. Most of the cows and heifers arriving were the commons and low mediums, going at \$3.50 to \$5, with only scattering loads and small lots of the better grades reaching \$5.35 to \$6. Cannery sold mostly under \$2.50, with a few cutters up to \$3. Most of the sausage bulls were disposed of at \$3 to \$3.50, with scattering sales up to \$4 and better. A little strength was developed in the calf department, noticeable mostly on milk vealers, on which quotations at the month's close were around 50 cents above a month ago. Best milk vealers during the last two weeks have sold at \$11.50 to \$12, with less desirable kinds under \$11, while the heavy calves have ranged generally from \$5.50 to \$8.50.

Hogs.—Hog prices fluctuated during August more than did those of either cattle or sheep. The upward trend started late in July, continuing until around mid-month, when increased arrivals here and sharp declines in the East forced a noticeable slump. There has been a slight upward trend since then, but closing quotations are still 50 to 75 cents lower than a month ago on butcher grades, 75 cents to \$1 lower on packing sows, and \$1.25 to \$1.50 lower on feeder pigs. Best light butchers sold late in August around \$14.50 to \$14.60, with occasional choice loads at \$14.75. Heavies and underweights are going mostly at \$14.25 down, and packing sows at \$9.50 to \$11.50. A spread of \$13.50 to \$14 is taking most of the slaughter pigs. Demand for feeders narrowed noticeably after the middle of August, and best offerings in this class now are cashing at \$12.50 to \$13, as against \$14.50 to \$15 at the peak time.

Sheep.—Practically all arrivals in the sheep division met ready outlet throughout the month, and a gain of 75 cents is shown in closing levels on Valley lambs, while yearlings and ewes have gained from 50 cents to \$1, and \$1.50 in instances. The big majority of the lamb offerings were from the Willamette Valley. A considerable proportion of these were bought to arrive, and the price range for best kinds has been mostly \$12 to \$12.50, with heavies around \$11, and thins from \$9 to \$10. The few Mount Adams lambs arriving have sold at \$12.50. Best yearlings now are going at \$8.50 to \$9; the latter price having been paid for choice offerings averaging as high as 109 pounds. Very few wethers arrived, selling downward from \$8; and \$6.50 is about the top quotation on handy-weight fat ewes. The bulk of the ewe offerings either have lacked flesh or have been too heavy to suit the trade, selling generally below \$6.

HIDE MARKET HEALTHY

J. E. P.

HIDES ARE IN STRONG POSITION. Peruse the trade "dope," and you will brand this as a misstatement; but it is a fact nevertheless. How the oracles get that way is a conundrum, but never do they commit themselves to an opinion that the market is healthy; always they insist that tanners are spending their money with reckless abandon when they purchase hides.

The facts are that the leather concerns are all making money, that shoe-making machinery is well employed, that the public is buying footwear, and that leather is going into manufacture in enormous quantities, the new cost of rubber restricting its use in many spheres where leather can be utilized. Stocks of both hides and leather have been gradually whittled down, until not only has the surplus disappeared, but a condition impends similar to that existing in wool.

Packers are well sold up right along. Recently a healthy demand for heavy hides for sole leather has appeared—doubtless because leather is cheaper than rubber for that purpose. A few months back, trade experts predicted that the time was not far distant when rubber would displace leather for sole purposes. So much for human vision. Packers are confident of getting 18½ cents for heavy hides before long. Light native cows are selling up to 16 cents, with every prospect that stocks will be readily absorbed.

Country hides have developed activity, sole-leather trade bidding for 60-pound hides and over at 12½ to 13 cents for short-haired goods. Buff weights are firm on the same price basis. All-weight country hides, selected, are worth 13 cents.

Heavy Texas steers are worth 13 cents; light Texans, 14½ cents; butt-branded steers, 16½ cents; Colorado steers, 15 cents; branded cows, 14½ cents, and branded bulls, 11½ cents; all these quotations being on packer hides.

An interesting chapter might be written on the present and prospective status of hides and the leather industry. Conditions are more likely to improve than deteriorate.

LIVE STOCK AT STOCK-YARDS

APPENDED ARE TABLES showing receipts, shipments, and slaughter of live stock at sixty-four markets for the month of July, 1925, compared with July, 1924, and for the seven months ending July, 1925 and 1924:

RECEIPTS

	July		Seven Months Ending July	
	1925 *	1924	1925	1924
Cattle*	1,969,702	1,798,024	12,537,447	12,013,361
Calves	571,632	543,696	3,957,292	3,596,423
Hogs	2,798,187	4,091,365	27,025,520	33,503,324
Sheep	1,698,555	1,671,593	10,890,661	10,389,717

TOTAL SHIPMENTS†

	July		Seven Months Ending July	
	1925	1924	1925	1924
Cattle*	706,434	641,370	4,415,160	4,448,507
Hogs	995,304	1,476,785	9,756,971	12,238,547
Sheep	763,128	711,977	5,068,613	4,725,055

STOCKER AND FEEDER SHIPMENTS

	July		Seven Months Ending July	
	1925	1924	1925	1924
Cattle*	243,160	169,070	1,506,867	1,471,142
Calves	8,750	8,498	104,714	59,498
Hogs	35,362	22,627	326,044	303,161
Sheep	193,022	225,910	969,353	940,019

LOCAL SLAUGHTER

	July		Seven Months Ending July	
	1925	1924	1925	1924
Cattle*	1,252,286	1,141,167	8,024,907	7,481,407
Calves	452,065	419,956	3,051,568	2,759,510
Hogs	1,803,835	2,605,398	17,276,887	21,220,120
Sheep	938,584	959,493	5,842,578	5,675,812

*Includes calves.

†Includes stockers and feeders.

LIVE-STOCK MARKET QUOTATIONS

Wednesday, September 2, 1925

CATTLE AND CALVES

	CHICAGO	KANSAS CITY	OMAHA
STEERS:			
Good to Choice (1,500 lbs. up).....	\$13.00-16.25	\$11.15-15.00	\$11.25-14.75
Choice (1,100 to 1,500 lbs.).....	14.25-16.00	12.85-15.00	13.00-14.75
Good	10.00-14.25	9.25-12.85	9.50-13.00
Medium	7.00-10.25	6.65- 9.35	7.00- 9.50
Common	5.25- 7.00	4.65- 6.65	4.75- 7.00
Choice (1,100 lbs. down).....	13.75-15.75	12.85-14.85	12.75-14.35
Good	9.50-13.75	9.15-12.85	9.25-12.75
Medium	6.75- 9.75	6.35- 9.25	6.75- 9.25
Common	4.75- 6.75	4.35- 6.35	4.50- 6.75
Canners and Cutters.....	4.00- 4.75	3.00- 4.35	3.00- 4.50
LIGHT YEARLING STEERS AND HEIFERS:			
Good to Choice.....	9.00-15.00	8.75-13.25	9.00-13.50
HEIFERS:			
Good to Choice (850 lbs. up).....	6.50-12.50	6.60-11.00	7.25-11.50
Common to Medium (all weights)....	4.50- 7.75	4.00- 7.00	3.85- 7.25
COWS:			
Good to Choice.....	5.10- 6.75	4.85- 8.35	5.00- 8.50
Common to Medium.....	3.50- 5.10	3.65- 4.85	3.50- 5.00
Canners and Cutters.....	2.75- 3.50	2.65- 3.65	2.65- 3.50
BULLS:			
Good to Choice (1,500 lbs. up).....	5.00- 6.50	4.50- 5.25	4.25- 5.00
Good to Choice (1,500 lbs. down)....	4.90- 7.00	4.50- 6.00	4.25- 5.50
Canners to Medium.....	3.00- 4.90	2.75- 4.50	3.00- 4.25
CALVES:			
Medium to Choice.....	4.50- 7.25	4.00- 7.00	4.50- 8.25
Culls to Common.....	3.50- 4.75	3.00- 4.00	3.25- 4.50
VEALERS:			
Medium to Choice.....	10.00-13.00	7.00-11.00	7.50-10.00
Culls to Common.....	5.00-10.00	4.00- 7.00	4.50- 7.50
FEEDERS AND STOCKERS—			
STEERS:			
Good to Choice (800 lbs. up).....	6.75- 8.50	6.35- 8.25	6.75- 8.75
Common to Medium.....	5.00- 6.75	4.50- 6.35	4.35- 6.75
Good to Choice (800 lbs. down).....	6.25- 8.00	5.85- 7.75	6.50- 8.50
Common to Medium.....	4.50- 6.25	4.00- 5.85	4.00- 6.50
HEIFERS:			
Common to Choice.....	4.00- 5.25	4.00- 7.00	4.25- 6.75
COWS:			
Common to Choice.....	3.25- 4.00	3.00- 4.25	3.00- 4.00
CALVES:			
Common to Choice.....		4.00- 8.00	4.00- 8.00

HOGS

Top	\$13.35	\$12.75	\$12.40
Bulk of Sales.....	11.00-13.00	11.50-12.60	10.25-12.00
Heavy Weights, Medium to Choice.....	11.80-12.90	11.60-12.25	11.35-12.00
Medium Weights, Medium to Choice.....	12.25-13.30	12.10-12.65	11.60-12.40
Light Weights, Common to Choice.....	11.25-13.30	12.15-12.75	11.75-12.40
Light Lights, Common to Choice.....	11.10-13.25	12.20-12.75	11.00-12.35
Packing Sows	10.25-10.90	10.00-10.75	10.00-10.65
Slaughter Pigs, Medium to Choice.....	12.00-13.00	11.75-12.50	11.00-12.00
Feeder and Stocker Pigs, Med. to Ch.....		11.75-12.75	

SHEEP AND LAMBS

LAMBS:			
Medium to Choice (84 lbs. down).....	\$13.75-16.65	\$13.40-15.30	\$13.25-15.50
Culls and Common (all weights).....	11.25-13.75	9.00-13.40	11.25-13.25
YEARLING WETHERS:			
Medium to Choice.....	9.75-12.75	9.25-12.50	9.25-12.00
EWES:			
Common to Choice.....	4.50- 8.25	4.25- 7.50	4.25- 7.25
Canners and Culls.....	1.50- 4.50	1.00- 4.25	1.25- 4.25
FEEDING LAMBS:			
Medium to Choice.....	13.50-15.60	13.50-15.00	13.75-15.50
FEEDING EWES:			
Medium to Choice.....			5.50- 7.50

WOOL SITUATION FUNDAMENTALLY SOUND

J. E. P.

A MAJORITY OF WOOL-TRADE SCRIBES are eligible to membership in the Ananias Society. Their penchant is lengthy descriptions of how rotten clothing trade is, how badly wool is out of line with fabrics, and the urgent necessity of buying wool lower—otherwise the textile industry will go

to the demnition bowwows. That 90 per cent of their effusions are Simon-pure propaganda is obvious, and their purpose is ill-concealed. During the recent period of low prices they never for a moment ceased fiddling on the same old string. Always demand is lacking, the market is sticky, and the trend of prices is lower. Gleefully they exaggerated recent labor disturbances in British and New England textile circles, ignoring the fact that Germany, France, Japan, and North America were buying wool in the Southern Hemisphere right along, and that all the smaller mills in this country, especially those turning out woolen and knitted goods, are running at full capacity.

There is nothing fundamentally wrong with the wool situation. The public is buying clothing, especially knitted and sports goods, at prices that would have been prohibitive before the European war; world's wool stocks are low, compared with accumulations of former years; and now that the British textile strike has been settled, the only cloud on the horizon has been eliminated. New England textile workers, who appear to be wearing blinders, are either clamorous for higher wages or resisting cuts, threatening an appeal for elimination of the tariff; but they will not get anywhere. They refuse to recognize an impending invasion of the United States clothing market by cheap German goods, in which event many of them will be out of work, especially if they could possibly disturb present tariff conditions—an action that would penalize them more than North American wool-growers, as wool prices are on an international basis, whereas textile labor is in a distinctly advantageous position.

Domestic demand for wool is indicated by heavy exports by Britain to Boston. If wool were not needed in this country, it would not be coming this way. When propagandist "dope" and facts run counter, "dope" is discredited. English reports are that Boston purchases at Bradford are "remarkable," especially in the case of noils and wastes. Evidently American weavers are using substitutes for good wool on an extensive scale. England would prefer a trade with this country in tops, but is prepared to sell anything. There is this significant paragraph in a recent Bradford letter: "Everybody would prefer a trade with America in yarns and piece goods, but tariff conditions prevent that. If last month's shipments can be maintained, it will be a good thing for everybody. Stocks are held for more money, because they are light." That does not suggest lower prices, and should convince New England textile workers that the tariff is a good thing for them. While English combing and spinning machinery is idle, they have plenty of work. German operatives work ten hours longer each week than the English, at half the wage bill.

The domestic wool situation is undoubtedly strong, regardless of Boston prattle. Settlement of the British textile strike has had a healthy influence on the world's situation. Growers are not interested in current wool prices, as the 1925 clip is all but out of their hands; but before long it is probable that 1926 clip probabilities will absorb attention. Whenever a mill buyer mounts a soap-box to tell the trade how little wool his concern can get along with, he is merely camouflaging, and the trade knows it. Recent purchases have gone to the mills promptly, in striking contrast to assumed lack of interest prior to consummation of the trade. In fact, the expedition with which shipping has been accomplished, not to mention the quantities involved, suggests that there is no lack of orders for goods.

While buyers have taken more interest in fine wools, they have not overlooked medium grades. Boston has only about 12,000 bales of Merinos on hand—a stock that does not warrant lower prices. The Australian market has stiffened, France having been a heavy buyer at Sydney; and wherever in the Southern Hemisphere a wool sale is advertised, North

American buyers are audible in the bidding. Australia reports that "American-styled" wools are abnormally scarce, commanding \$1.10, clean basis. South American offerings are light, most of the River Plate residue being deficient in quality. All the good wools in South America are in strong hands.

The American Woolen Company has sold the output of some of its mills well ahead, and the Arlington mills have canceled the usual ten days' vacation, owing to rush of orders. Some of the woolen mills are sold beyond the first of next year. And, what is more, they are getting good prices.

Some of these days the untalented liars in wool-trade circles will tumble to themselves. As price-determining factors, they lack efficiency.

HOLDINGS OF FROZEN AND CURED MEATS

BELOW IS A SUMMARY of storage holdings of frozen and cured meats on August 1, 1925, as compared with August 1, 1924, and average holdings for the last five years (in pounds):

Commodity	Aug. 1, 1925	Aug. 1, 1924	Five-Year Average
Frozen beef.....	26,972,000	29,435,000	45,001,000
*Cured beef.....	22,676,000	20,377,000	20,582,000
Lamb and mutton	1,347,000	2,257,000	3,473,000
Frozen pork.....	131,807,000	164,049,000	157,639,000
*Dry salt pork.....	164,473,000	202,618,000	243,406,000
*Pickled pork.....	374,193,000	443,918,000	403,114,000
Miscellaneous.....	69,885,000	67,935,000	70,138,000
Totals.....	791,353,000	930,589,000	943,353,000
Lard.....	146,270,000	149,672,000	164,471,000

*Cured or in process of cure.

FEEDSTUFFS

PRICES ON HAY at the Kansas City market on September 2 were as follows: Prairie—No. 1, \$10.50 to \$11.50; No. 2, \$9.50 to \$10; No. 3, \$7.50 to \$9; packing, \$5.50 to \$7; alfalfa—select dairy, \$23 to \$25; choice, \$20.50 to \$22.50; No. 1, \$19 to \$20; standard, \$16 to \$18.50; No. 2, \$13 to \$15.50; No. 3, \$8 to \$12.50; timothy—No. 1, \$17.50 to \$18; standard, \$16 to \$17; No. 2, \$14.50 to \$15.50; No. 3, \$11 to \$14; clover-mixed—light, \$17 to \$17.50; No. 1, \$15.50 to \$16.50; No. 2, \$10.50 to \$15; clover—No. 1, \$13 to \$16; No. 2, \$8.50 to \$12.50.

NOTES FROM FOREIGN LANDS

Ocean Rate on Canadian Cattle

In July, ocean rates on cattle from Canada to Great Britain were raised to \$25 a head. The previous rate was \$20.

German Tariff on Meats

Germany's new tariff law has been passed by the Reichstag. It is reported to levy import duties of \$1.09 per hundred pounds on meat and 41.6 cents per hundred pounds on lard.

New Argentine Packing Plants

Swift & Co. have opened a new beef-packing plant at Rosario, with a capacity of 7,000 cattle weekly. Vestey Brothers have under construction a big packing plant in a suburb of Buenos Aires.

Rhodesian Cattle for England

A consignment of cattle from Southern Rhodesia recently arrived in England. The shipment, consisting of 235 animals, after an overland journey of six days, followed by four weeks on the water from Cape Town, arrived in first-class condition.

TRADE REVIEW

OUR FOREIGN TRADE IN JULY

EXPORTS IN JULY showed a gain that brought about a favorable trade balance for the United States of about \$12,000,000, following the deficit of close on \$2,000,000 revealed by the corrected score of the June account. The figures for July and the seven months ending July, 1925 and 1924, follow:

	July		Seven Months Ending July	
	1925	1924	1925	1924
Exports.....	\$338,000,000	\$276,649,055	\$2,701,478,003	\$2,368,371,653
Imports.....	326,000,000	278,593,546	2,389,768,451	2,128,184,437
Excess of exports.	\$ 12,000,000	*\$ 1,944,491	\$ 311,709,552	\$ 238,187,216

*Excess of imports.

EXPORTS OF MEAT IN JULY

EXPORTS OF MEAT PRODUCTS and animal fats for the month of July and the seven months ending July, 1925, as compared with the corresponding periods of 1924, were as below (in pounds):

BEEF PRODUCTS

	July		Seven Months Ending July	
	1925	1924	1925	1924
Beef, fresh.....	322,158	155,900	2,137,334	1,455,585
Beef, pickled.....	1,894,885	1,620,286	12,289,456	11,531,053
Beef, canned.....	152,396	64,706	1,350,689	927,808
Oleo oil.....	7,958,570	8,729,024	60,504,744	55,509,594
Totals.....	10,327,459	10,569,916	76,282,223	69,424,045

PORK PRODUCTS

	July		Seven Months Ending July	
	1925	1924	1925	1924
Pork, fresh.....	566,413	1,821,647	13,166,834	19,621,899
Pork, pickled.....	1,948,303	2,367,275	15,201,270	17,174,029
Bacon.....	14,157,763	23,794,429	121,225,507	208,701,952
Hams and shoulders.....	21,316,185	29,974,619	178,889,825	264,211,082
Sausage, canned.....	254,843	212,425	2,505,699	2,176,386
Lard.....	49,413,687	86,788,155	426,878,649	615,612,690
Neutral lard.....	2,231,060	2,366,588	10,655,072	17,734,658
Lard compounds.....	1,238,416	495,656	6,128,651	3,845,425
Margarine.....	37,190	91,777	395,125	491,703
Totals.....	91,163,860	147,912,571	775,046,632	1,149,569,824

SUMMARY

	July		Seven Months Ending July	
	1925	1924	1925	1924
Total meat products.....	45,899,083	65,088,174	398,289,772	582,675,957
Total oils and fats.....	72,323,415	111,517,592	589,830,984	779,242,526

COMMERCE IN AGRICULTURAL PRODUCTS

LAST MONTH we published the figures of exports of meat products and grains from the United States for the fiscal year ending June 30, 1925, as compiled by the Department of Commerce (see August PRODUCER, page 30). Below we present the statistics of exports and imports of live ani-

mals, hides and skins, and wool, together with imports of meats and grains, for the same period, with comparisons for the year 1923-24. Of changes during the past twelve months, the most notable are the increase in exports of cattle and the decrease in exports of hides and wool, and, on the import side, the gain in hides and wool and the slump in wheat:

LIVE ANIMALS

(Numbers)

EXPORTS

	1924-25	1923-24
Cattle	105,611	32,761
Swine	62,626	95,409
Sheep	19,410	8,852
Horses	10,879	11,693
Mules, asses, and burros	17,744	16,170
Totals	216,270	164,885

IMPORTS

Cattle	135,768	154,736
Sheep	45,806	34,986
Horses	2,142	2,458
Totals	183,716	192,180

MEATS

(Pounds)

EXPORTS

(See August number, page 30)

IMPORTS

	1924-25	1923-24
Beef, fresh	8,623,758	25,144,335
Veal, fresh	3,795,088	
Pork, fresh	8,463,476	1,217,753
Mutton, fresh	204,328	3,496,894
Lamb, fresh	561,230	
Meats, prepared	2,868,447	11,091,010
Meats, canned	12,422,506	
Other meats	1,119,920	1,483,048
Totals	38,058,753	42,433,040

HIDES AND SKINS

(Pounds)

EXPORTS

	1924-25	1923-24
Cattle hides.....	54,380,876	73,116,545
Calfskins	11,999,489	7,119,716
Sheep- and goatskins....	3,002,848	1,806,642
Others	9,898,941	9,865,461
Totals	79,282,154	91,908,364

IMPORTS

Cattle hides.....	199,311,733	176,474,764
Buffalo hides	3,055,928	2,266,647
Kip- and calfskins.....	38,085,598	40,603,488
Horse, colt, and ass hides	10,763,722	10,299,865
Sheep- and lambskins..	62,311,281	61,445,733
Goat- and kidskins....	65,956,192	65,880,839
Kangaroo skins	694,095	1,256,345
Others	7,100,506	6,966,251
Totals	387,279,055	365,193,932

WOOL

(Pounds)

EXPORTS

	1924-25	1923-24
Wool and mohair.....	314,753	465,094

IMPORTS

Wool and mohair.....	284,706,382	239,122,359
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GRAINS

(Bushels)

IMPORTS

	1924-25	1923-24
Corn	4,617,319	227,704
Oats	3,040,882	4,244,047
Wheat	6,169,193	27,283,905
Totals	13,827,394	31,755,656

FOREIGN

LIVE-STOCK INTERESTS IN AUSTRALASIA

BY A. C. MILLS

[Special Correspondence to The Producer]

MELBOURNE, AUSTRALIA, July 15, 1925.

CLIMATIC CONDITIONS throughout the north of Australia range from fair to good. Most of the cattle country carries enough feed for the time being, but water is becoming scarce in parts, particularly in the central coastal areas of Queensland. Although there is no immediate cause for anxiety, a general rain would be acceptable in the tropical zone.

A noticeable effect of the water shortage has been the rush of slaughter cattle into the Queensland packing-houses. According to the commonwealth chief veterinary officer's return, the killings for export in May in that state alone totaled 82,594 head—an unprecedentedly large number for one month. It is particularly unfortunate that the rush should have happened just at this time, because it coincides with a drop in oversea values for frozen beef. C.i.f. quotations have recently fallen fully 1 cent per pound, and there is no guarantee that the bottom has been reached. The best sales that could be made for Australian beef in June were at 7½ cents c.i.f. Exporters are meeting the position, as far as possible, by holding the stuff in cold store; but, as none of the freezing-works are particularly large, that cannot be continued for long.

The drop in values, it appears, is mainly due to the dumping tactics of opposing factions in the South American trade having overloaded the British and continental markets with supplies. Private advices received here indicate that the warring elements are Swift and Vestey; also, that the dispute is over the question of freight allotments. In their peaceful days the South American export companies work on an agreement as to the proportion of the available freight that the different interests shall have. Swift and Vestey are supposed to have fallen out, and are now cutting one another's throat. The loss of a few hundred thousand dollars or pounds sterling may not matter much to these large concerns, but the fight is creating a very awkward position for the Australian packer and cattleman. The former has contracted for supplies of fats on the c.i.f. basis at from 8½ to 9 cents per pound, while the latter, if he has not been lucky enough to sell forward, is faced with a falling market. As previously remarked, the present dry conditions in coastal Queensland are particularly unfortunate at this juncture. With plenty of feed and water about, it would have been relatively easy to hold cattle in the country, instead of forcing them into the slaughter-yards, as at present.

With things as they are, packers are naturally not now buying cattle to any extent in the country, although those in the Brisbane district are still drawing moderate supplies from the Enoggera sale-yards. They have lately been paying there from \$5.30 to \$5.50 per 100 pounds, dressed weight, for prime ox beef, and from \$4.80 to \$5 for seconds and cows. Seeing that these rates are above the current oversea parity, one can only assume that packers look for an improvement in the market before long. The buying rate in the country, south and central Queensland, earlier in the season was up to \$6 per 100 pounds for prime ox beef delivered. In north Queensland it has all along been about \$3.60 to \$4.80, according to grade and quality.

The drop in oversea values for frozen beef has pretty

effectually silenced the outcry against the prices that were being offered by northern meat-works at the commencement of the season. A small meeting of growers was held in April, when it was decided to ask packers to meet cattlemen in conference to discuss the matter. The conference took place the following month, but nobody got much for'arder. At the opening of the session a representative of the export companies read a long statement, setting out facts and figures relative to the market position and cost of preparing beef for shipment. A somewhat acrimonious debate followed, and the growers' representatives left with the intention of preparing a reply. However, the weakness of the market soon became so evident that it was obvious no effective reply could be offered, and the matter has been allowed to drop.

The small parcel of chilled beef that was being sent to London under what is claimed to be a new process, to which I referred in my April dispatch, arrived safely after a voyage extending over two months. It was duly sold on the Smithfield market, and averaged to within ½ cent per pound of the price realized for Argentine beef offered on the same day. No doubt the novelty attendant on the shipment accounted for the relatively good rates obtained; for the quality of the consignment, I happen to know, was nothing special. The hinds fetched 12 to 13 cents, and fores 6½ to 8 cents, a pound.

As so often happens when an experiment is successfully carried through, there has been a deal of talk about this chilling process opening up wide vistas of prosperity to cattlemen. The fact that the great bulk of the cattle raised in Australia at present are in no sense suitable for the particular trade is quite ignored by cheerful boosters—that is, if they even know it. It may be a factor at a later date, but I fancy it will be a few years before Australia can be looked on as any sort of rival to South America with a chilled-beef output.

Recent proclamations issued by the federal, Queensland, New South Wales, and Tasmanian governments, bringing into force their respective meat industry encouragement acts, mark a definite advance in the establishment of the Australian Meat Council and its attendant state advisory boards. The acts vest the state boards, at all events, with wide powers. In addition to collecting levies from stock-owners, they are authorized to deal generally with respect to any measure which they may deem necessary to increase the production of beef and mutton, or to improve the methods of breeding, carrying, cold-storing, or selling stock or meat. The conduct of propaganda and the development of new markets will rest with the council. Constituted as the two bodies are, with representatives of the producing and packing interests sitting in consultation, one may reasonably hope that useful work will be accomplished.

Seasonal conditions in the south of the commonwealth are generally satisfactory. Good rains have been recorded in practically all districts, and feed is assured for some time to come. Live-stock markets are firm, on the whole. Sheep, certainly, are not so dear as, say, three months ago, owing to the slump in wool, but cattle prices are being maintained at the usual winter level. Prime bullocks, such as are used for the best butchering trade, are selling in the Melbourne yards at from \$72.50 to \$77.50 per head, and much the same in Sydney. Extra primes go to \$90, average medium weights to \$62.50 to \$70, and fat cows to \$52.50 to \$60. Good handy-grade bullocks are fetching up to \$56 a head in the Enoggera (Brisbane) yards.

New Zealand seems to be having a somewhat mixed season. Heavy rains and floods have again been reported in the North Island, while conditions in the South Island are now rather on the dry side. However, no province is in actual need of rain, and all are carrying enough feed to last the winter, at all events. The freezing season at the packing-houses is

almost finished. They put through large numbers of sheep and lambs during the winter, but not many treated cattle, and then to no material extent. Early in the month prime steers were quoted at \$72.50 to \$84, and medium at \$61 to \$71, at the Christchurch weekly auction. North Island values are a shade lower.

ENGLISH LIVE-STOCK LETTER

BY JOSEPH RAYMOND

[Special Correspondence to *The Producer*]

LONDON, August 14, 1925.

THE FIGURES relating to the holdings of live stock in England and Wales, as returned by the industry to the government on June 4 of this year, are well worthy of study for the progress which they reveal in the herds and flocks of this country. The number of cattle again shows an increase, and the addition this year is greater than in any recent year. The total of 6,163,000 is 269,000 larger than in 1924 and 646,000 greater than in 1921. The average in the ten years immediately preceding the war was 5,809,000. Practically every county has more cattle than last year. Cows and heifers in milk or in calf number 2,713,000, or 50,000 more than last year, which already had a record number. Calvers show relatively a larger increase than cows in milk. Cheshire has now more dairy cattle than in 1923. Other cattle of all ages are in greater numbers than last year, and more calves are being reared than in any year since the war. The number of cattle under one year old is 1,211,600, or 46,600 more than the pre-war average.

For the third year in succession the flocks of the country have been increased, and the total number of sheep and lambs, 15,974,000, is 1,131,000 greater than in 1924. The flocks are now within measurable distance of the pre-war numbers. A further increase similar to that of this year would restore the flocks practically to the 1914 level. Increases were general throughout the country. The number of breeding ewes is 6,392,000, an increase of practically 400,000, the total being now only 300,000 less than in 1913. The number of sheep, other than breeding ewes, above one year old is about 12½ per cent greater than in 1924, and there are increased numbers in practically every county.

The exceptionally large number of pigs recorded last year has not been maintained; but, in spite of the reduction of 585,000, or 18 per cent, the number is still large as compared with previous years. The total number returned as on agricultural holdings is 2,643,000, or 379,000 more than the average of the ten years 1915-24. Breeding sows show a relatively sharper reduction than other pigs, and the total of 316,300 is only 2,000 above the ten years' average. Every county has fewer sows than last year, but Cheshire shows an increase in its total of pigs.

Food prices are engaging much attention in English trade circles at this time of the year, in view of the months ahead and the severity of the problems existing between labor and capital. The meat trade is naturally one of the points of chief interest, as the imported section, which has witnessed so far this year a continuous tendency toward cheaper prices, at least in the wholesale department, is contemplating the chances of a further fall during the forthcoming months.

Taking New Zealand lamb as a standard article of meat food in Great Britain, it is to be noted that the wholesale price of this article in Smithfield market, London, is still 2 cents per pound dearer than it was twelve months ago, although the price movement has been consistently downward this year, as contrasted with a continuous hardening tendency in 1924. The question which most interests the trade at the present

moment is whether the next season in Australasian lamb in this country, for which arrangements are already being made by way of forwarding selling contracts, will see prices higher or lower than those now ruling. Many think that we are in for an era of cheaper meat, and some indication of this is afforded in the earliest transactions in c. i. f. sales of Victorian lamb, which has been priced at 21 cents per pound for October shipments from Melbourne, and 20 cents per pound from the same source for shipment up to the end of this year.

After all, it is the overshadowing factor of chilled beef which really sets the standard of price for the rest of the frozen supplies which reach the United Kingdom, and, indeed, for all the meat marketed in this country. Will Argentine supplies hold their former rates in the season ahead? Whether or not this will be the case, it may probably be said that the exporting companies from the River Plate will have had enough of that internecine strife which marked their business recently, and by the flooding of these markets with their overcompeting supplies brought them a reputed loss of over 4 cents per pound on all the chilled beef they then handled.

It is estimated that at the present time there are little short of a million New Zealand lambs still in store in Great Britain. The consumptive demand this year has not been quite up to normal, active trade being restricted to the lighter weights of carcasses arriving, and, so far as frozen mutton is concerned, to the heavier meat available.

The report which the Imperial Economic Committee on the marketing and preparing for market of foodstuffs produced in the overseas parts of the empire has this month published is regarded as the first practical measure for stimulating trade in the United Kingdom in foods from the British overseas dominions. For this purpose the present government has signified its intention to allocate \$5,000,000 per annum as a grant in aid of this object, and the committee in question, the chairman of which is Sir Halford Mackinder, recommends the allocation of the money as follows: (1) to publicity and education for the promotion of empire buying; (2) to research, chiefly on a commercial scale; (3) to other schemes, such as the development of trade in fruit from the tropics, the carriage of pedigree stock from the United Kingdom to the overseas parts of the empire, and any other schemes subsequently recommended. The committee expresses its opinion of the helpfulness of the Merchandise Marks Bill at present before Parliament as an instrument for empire trade promotion. The meat trade is actually discussing this imperial committee's report at the present moment, and the general consensus of opinion in these circles is that, if Australia, for instance, wants to reap extended revenues from her beef exports to Great Britain, she has first of all to breed up her stock to a nearer approach to the excellent quality of Argentine exports. This, with the consistent application of improved handling methods, will, it is thought, do more than all the merchandise-mark legislation and government grants can ever accomplish. There will always be a large opening for frozen beef, as contrasted with chilled beef, in Great Britain, because of the carrying power of the hard-frozen article in the further provincial markets. Hence Australia and the other dominions, notably South Africa, always have their chance, provided they work out their own salvation.

"It might interest you to know that we consider your publication an extremely valuable one. We have nothing of its kind in Canada, and for that reason it is especially valuable to us. We are giving a course of lectures to our senior students on live-stock markets in their various phases, and I find that the information obtained from your publication is of very great value in helping out with this course."—J. P. SACKVILLE, Professor of Animal Husbandry, College of Agriculture, University of Alberta, Edmonton, Alberta, Canada.

ROUND THE RANGE

RANGE AND LIVE-STOCK REPORT FOR AUGUST

Ranges showed a slight decline during July, due to hot, dry weather, says the Division of Crop and Live-Stock Estimates; but food conditions on the first of August were generally better than a year ago. Rains had relieved the drought in New Mexico, Arizona, and most of Texas. In Idaho, Oregon, Nevada, and Utah, ranges were the best in years, while feed conditions were very good in Montana, Wyoming, and the western portion of the Dakotas. Condition of ranges was 83 per cent of nor-

mal, compared with 86 per cent in July and 79 per cent one year ago

Cattle in the coast, intermountain, and northern Rocky Mountain states were in very good to excellent condition, with prospects of plenty of feed for fall range. In Texas and the Southwest, cattle were thin, but were expected to show marked improvement in most sections, due to rain and better feed. In Idaho, Oregon, Utah, Nevada, Wyoming, Montana, and the western range sections of the Dakotas and Nebraska, cattle will be grass-fat earlier than usual. Condition of cattle was 88 per cent of normal, com-

pared with 87 per cent the previous month and 89 per cent one year ago.

Sheep had been on good range in most of the western area, except Texas and the Southwest, and were in very good condition. In Texas, New Mexico, and Arizona, sheep were not so good as last fall, with lambs lighter. In the coast and intermountain states, sheep were in the best condition in years, and lambs were much better than last fall. Montana, Colorado, and Wyoming sheep were in excellent shape. Condition of sheep and lambs was 98 per cent, compared with 96 per cent in July and 92 per cent in August, 1924.

ESTIMATED MOVEMENT OF SHEEP AND LAMBS

Sheep and lambs available in the range states from the 1925 crop are estimated to be about 300,000 fewer than in 1924, says the Denver office of the Division of Crop and Live Stock Estimates. It is held that sheep and lambs to the number of 7,671,000 are available for movement to feed-lots and markets during the last four months of this year. This is about 400,000, or 5 per cent, below the number moved during the corresponding period in 1924. The probable number that will move direct to markets this fall is given as 4,221,000, which is 116,000, or about 3 per cent, less than moved in the fall of 1924. From this year's supply it appears that about 2,145,000 will move to markets after January 1, 1926.

Records indicate that about 2,944,000 early lambs and other sheep were marketed from the range states during the period of the early movement this year. This movement includes marketings from California and Arizona from March to August, inclusive, and from May to August from the other western states. The corresponding movement last year was 3,207,000.

Reports from sheepmen indicate a general tendency toward expansion, and more than the usual number of ewe lambs will apparently be held back to add to the breeding stock. More farm flocks will be established in western states, and farmers' demand for aged ewes culled from range flocks will continue strong.

Conditions indicate that more lambs will be fed this winter in the six far-western states, while Colorado, on account of reduced hay, beet, and other feed crops, will not handle so many as last winter. More range lambs may be expected to find their way into Corn Belt feed-lots, and the direct shipment from ranges to central markets may be somewhat larger this fall than available supplies indicate.

TAXES

Make a Difference, Too

The Telephone Company's tax bill in Colorado, if applied solely to that purpose, would almost run the state administration without help from other sources.

This year we will pay, in all forms of taxation, a bill of \$710,604. Of course, this includes state, school, federal and municipal assessments. But just to illustrate its importance as a contribution to the business of running the state it would pay—

The salaries of the governor and his office force for 40 years.

Or the whole expense of the supreme court for 20 years.

These comparisons are not made as a protest against the tax burden borne by this company. We cheerfully bear our share of the cost of government. But they do illustrate one of the ordinary expenses of operating the telephone industry—expenses which only can be met from revenues received from the users of service.

Bell System

One Policy
One System
Universal Service



and all Directed
toward
Better Service

The Mountain States Telephone and
Telegraph Co.

WESTERN CATTLE MOVEMENTS

There will probably be about 250,000 fewer cattle marketed from the range country this fall than were marketed last autumn, with the principal reduction in the Southwest, according to an estimate sent out by the Department of Agriculture. The number to be marketed this year is given as 4,077,000 head, compared with 4,322,000 in 1924.

In the area that includes the states west of the Continental Divide the fall movement is estimated at 679,000 head, compared with 678,000 last fall. Present indications are that marketings from Utah and California will be about the same as in 1924, with an increased number from Arizona and Nevada, and a few less from Idaho, Oregon, and Washington. Most of the cattle in this area move west. The northern mountain and plains sections of Montana, North Dakota, western South Dakota and Nebraska, Wyoming, and Colorado report a probable fall movement of 1,553,000 head, compared with 1,527,000 last fall.

The principal decrease is reported for the Southwest, where the fall movement is estimated at 1,847,000 head, compared with 2,117,000 in 1924. Due to dry conditions, the movement from the Southwest from January to July has been very heavy, with a considerable increase from Texas. Oklahoma marketed 323,000 during this time, compared with only 226,000 during the same period in 1924. In New Mexico a record number of cattle—254,000 head—moved during the first seven months of 1925, compared with 164,000 in the same period last year.

The shipment of stocker and feeder cattle from twelve markets into the seven Corn Belt states during June, 1925, was 87,000, compared with 144,000 in June, 1924. During July the movement was 50,000, compared with 30,000 last year. Early indications are that the feeder demand will be strong.

STOCK-DRIVING BEING RESUSCITATED

Revival of the traditions of old trail days threatens to become one of the results of high freight rates. A couple of years ago we told of a Colorado cattleman driving a herd of bees across the mountains to the Denver market. This feat has been duplicated during the current summer.

Starting from his home in Oak Creek, on the western slope of the Rocky Mountains, on June 10, Bob De Voge set out for Denver—a tramp of approximately 200 miles—with 200 head, arriving just two months later with 81, the rest having been sidetracked in a pasture at

Boulder Park. No losses were reported, and the cattle were all fat and in excellent condition. The mode of travel was to drive a few miles before sunrise, then leave the animals to graze all day, and resume the journey after sunset.

Mr. De Voge had two riders to help him, and estimates that it cost him about \$2 a head to make the trip, saving him from \$5 to \$6 an animal. So pleased is he with the outcome of his experiment that he is going back after another drove.

AUSTRALIAN MERINOS FOR CALIFORNIA

Recently a shipment of Merino sheep from New Zealand was received in this country. The rams are described as smaller than the American Rambouillet, but as having excellent body conformation and wonderful fleeces. The consignment went to the ranch of Dr. E. E. Brownell, Suisun, California, a director of the California Wool Growers' Association. These are the first Merinos to be imported into the United States since 1856.

FARM POPULATION DECLINES

A decrease in the farming population of the United States from 31,316,000 on January 1, 1924, to 31,134,000 on January 1, 1925, is indicated by figures collected by the Department of Agriculture from 25,000 representative farms. This is a drop of 182,000, or 0.6 per cent, during the year. The survey takes account of all men, women, and children living on farms.

The movement from farms to towns and villages during 1924 is estimated at 2,075,000, while the movement "back" to farms was 1,396,000, making the net loss to the farms 679,000, or 2.2 per cent. Births among the farm population for the year are given as 763,000 and deaths as 266,000, leaving an estimated natural

increase of 497,000, which reduces the loss to 182,000.

A similar estimate in 1922 showed a net loss in farming population for that

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year of 460,000. Movement from farms to towns was 2,000,000, and movement from towns to farms 880,000, making the loss 1,120,000, or 3.6 per cent. The difference between 460,000 and 1,120,000, or 660,000, is accounted for by excess of births.

The New England and south Atlantic states were the only groups to show increases in farm population in 1924, the gains being 0.9 and 0.2 per cent, respectively. All other divisions showed decreases, the mountain states leading with a net loss of 2.8 per cent, or 4.3 per cent if births and deaths are ignored. In the mountain states the movement from farms to cities is given as 13.8 per cent, and the movement the other way as 9.5 per cent.

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TEXAS PANHANDLE AS A COTTON COUNTRY

A combination of hard times for the live-stock producer and the opening-up of new territory by the railroads is changing a large section of the Panhandle of Texas from a ranching into a cotton country, says the Department of Agriculture. Great stock ranches in the South Plains area, some of them running into the hundreds of thousands of acres, are being broken up into cotton farms. Cattle and sheep are gradually disappearing. Lands that a generation ago sold for from 50 cents to \$2 an acre now command from \$20 to \$40 an acre.

Lubbock County is the center of the new development. Until October, 1909, that county was without railway transportation. In 1915, 1,200 bales of cotton were ginned there, and in 1924, 42,400 bales. Throughout most of this region the sod is fertile and easily cultivated, and the climate is not favorable for the boll weevil.

CANADA SAVES ANTELOPES

In the Nemiskam National Park in southern Alberta there is a herd of antelopes occupying a fenced-in area of 5,000 acres. When the herd was discovered in 1915, there were only 45 of the animals left. Now there are 235 in the preserve. In 1924 alone the increase was 55. The tract where they were found was fenced in, and all the work was done without in any way disturbing them.

This goes to prove that, under proper conditions, antelopes will thrive and multiply. Absolute protection from hunters, lack of disturbance, and surroundings that as nearly as possible correspond to their natural environment would seem to be required to prevent the complete extinction of these nervous and high-strung animals.

Faith in Advertising.—Dorothy had been praying for a baby sister. The other day her mother, while reading the paper, exclaimed: "I see Mrs. Smith has a little daughter."

"How do you know that, mamma?" Dorothy inquired.

"It says so in the paper, dear."

"Read it to me."

Her mother read: "Born on March 2, to Mr. and Mrs. ——— Smith, a daughter."

Dorothy thought a moment, and then said: "I know what I'm going to do. I'm going to stop praying and begin advertising."—*London Humorist.*

Complete Understanding.—Two elderly men, both extremely deaf, met on a country road. Dave had a fishing-pole in his wagon. When he saw his friend Jim, he stopped the horse.

"Goin' fishin'?" shouted Jim.

"No," Dave replied, "I'm goin' fishin'."

"Oh," said Jim. "I thought mebber you was goin' fishin'."—*Country Gentleman.*

Dogless Communication.—"Mose, can you explain wireless telegraphy to me?"

"Yessuh. It's like dis: Ef you-all had a long, long houn' dawg, an' he stretched from Cincinnati to Cleveland, and you step on his tail in Cincinnati, he would howl in Cleveland. Dat am telegraphy. Only in wiahless you does de same thing without de dawg."—*Columbus Dispatch.*

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